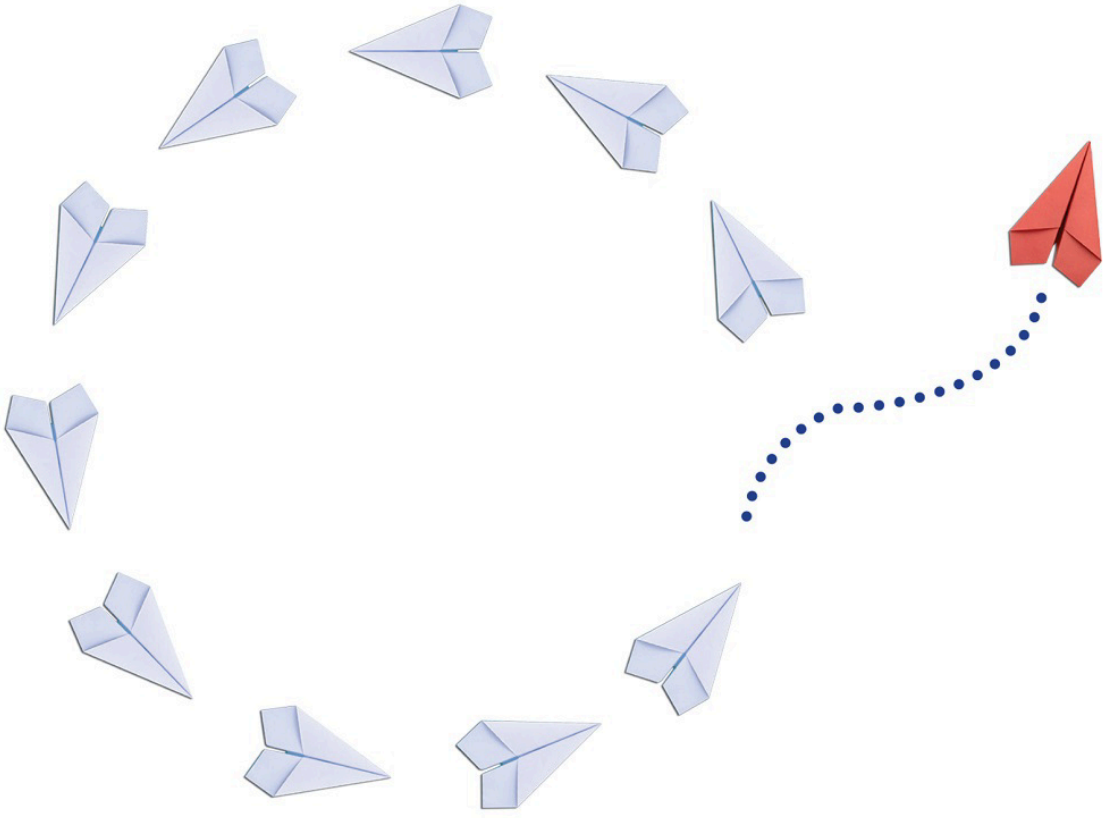
30 DAYS

Change your habits, Change your life



MARC REKLAU

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One last thing…

Acknowledgements

Introduction

Agar aap sochte ho ki aap kar sakte ho, toh aap sahi ho,
agar aap sochte ho ki aap nahi kar sakte, toh bhi aap sahi ho.

—HENRY FORD

Apne aas-paas dekho. Kya dikh raha hai? Apne surroundings, atmosphere aur apne aas-paas ke logon ko dekho. Apni current life conditions ke baare mein socho: work, health, friends aur aapke aas-paas ke log. Yeh sab kaisa dikh raha hai? Kya jo aap dekh rahe ho usse khush ho? Ab apne andar dekho. Is waqt, isi moment mein aap kaisa feel kar rahe ho? Kya aap apni life se satisfied ho? Kya aapko lagta hai ki aapko aur chahiye? Kya aap believe karte ho ki aap happy aur successful ho sakte ho? Aapki life mein aisa kya missing hai jo use happy aur/or successful banane ke liye chahiye? Kuch logon ke paas sab kuch kyon lagta hai aur kuch logon ke paas kuch bhi nahi? Zyadaatar logon ko bilkul idea nahi hota ki unhe jo milta hai woh kaise milta hai. Hum mein se kuch log bas fate aur chance ko blame kar dete hain. Mujhe afsos hai ki yeh baat mujhe aapko batani pad rahi hai:

“Sorry, dost! Jo life aapke paas hai, woh aapne khud create ki hai! Aapke saath jo bhi hota hai, woh aap hi create karte ho—ya toh consciously design karke ya unconsciously default se; yeh fate ya circumstances ka result nahi hai.”

Maine yeh book isliye likhne ka faisla kiya kyunki main bahut saare aise log dekh raha hoon jo apni life improve karne, zyada khush hone aur zyada wealthy banne ke sapne dekhte hain. Lekin unke hisaab se yeh tabhi ho sakta hai jab koi miracle ho jaye: lottery jeet jana, kisi rich insaan se shaadi kar lena ya phir koi aur lucky chance mil jana. Woh bahar se aane wale influences ka intezar kar rahe hote hain jo achanak sab kuch badal den. Unhe lagta hai ki life unke saath hoti hai. Unmein se zyadaatar ko yeh tak nahi pata hota ki woh apni life par har moment aur har din poora control rakh sakte hain. Isliye woh sapne dekhte rehte hain, wahi kaam karte rehte hain jo hamesha se karte aaye hain aur kisi miraculous outcome ka intezar karte rehte hain.

Kabhi-kabhi toh unhe yeh bhi nahi pata hota ki woh chahte kya hain! Neeche ek conversation hai jo maine waqai mein ki thi:

Q: “Agar tumhare paas enough time aur money ho, toh tum kya karoge?”

A: “Yaar! Woh toh kamaal hoga! Main khush ho jaunga!”

Q: “Aur ‘khush hona’ tumhare liye kaisa dikhega?”

A: “Main woh sab karunga jo main karna chahta hoon!”

Q: “Aur ‘woh sab jo tum karna chahte ho’ kya hai?”

A: “Oh! Ab toh tumne pakad liya. Mujhe khud nahi pata!”

Asli tragedy yeh hai ki agar woh bas ek moment ke liye ruk jaayen, khud se poochhein ki unhe life mein waqai kya chahiye, apne goals likhen aur unki taraf kaam karna shuru kar dein, toh woh waqai un miracles ko reality bana sakte hain. Main yeh har roz apne coaching clients ke saath dekhta hoon: aise log jo mere paas isliye aate hain kyunki woh apni life mein kuch badalna chahte hain, aur bas baithkar intezar karne aur better life ke sapne dekhne ke bajay, woh cheezein apne haath mein lete hain aur action lena shuru kar dete hain! Aur results kamaal ke hote hain!

Yaad rakho: Aap wahi life jee rahe ho jo aapne khud choose ki hai! Kaise?

Kyuki hum apni life har moment apne thoughts, beliefs aur expectations ke through create karte hain aur hamara mind itna powerful hai ki woh hume wahi deta hai jo hum usse maangte hain. Achhi baat yeh hai ki aap apne mind ko train kar sakte ho taaki woh aapko sirf woh cheezein de jo aap chahte ho, na ki woh jo aap nahi chahte! Aur isse bhi achhi baat yeh hai ki aap yeh seekh sakte ho ki jin cheezon par aapka control nahi hai unse zyada efficient aur kam painful tareeke se kaise deal kiya jaye.

Main lagbhag 25 years se success ke principles aur happiness achieve karne ke tareekon ka study kar raha hoon. Jo baat mujhe hamesha se subconsciously pata thi, woh coaching ke tools aur exercises ki madad se ek structured method ban gayi. Aaj pehle se kahin zyada mujhe yakeen hai ki success ko plan kiya ja sakta hai aur create kiya ja sakta hai. Jo log skeptical hain aur sochte hain ki yeh sab metaphysical nonsense hai, woh science ki zabardast progress ko dekh sakte hain aur kaise aaj woh bahut si aisi baatein prove kar sakti hai jo sirf 25 years pehle bina proof ke maani jaati thi.

Is chhoti si book ka sabse important message yeh hai: Aapki happiness aap par depend karti hai, kisi aur par nahi! Is book mein main aapko kuch proven tips, tricks aur exercises se introduce karwana chahta hoon jo agar aap unhe lagataar aur consistently practise karo, toh aapki life ko aapki imagination se bhi zyada improve kar sakte hain. Aur ek achhi khabar: Khush hone ke liye aapko lottery jeetne ki zaroorat nahi hai! Aap apni life mein chhoti-chhoti cheezein alag tareeke se karna shuru kar sakte ho aur unhe lagataar karte reh sakte ho, aur time ke saath results dikhne lagenge.

Mere coaching clients isi tarah incredible results achieve karte hain: naye habits create karke, apne goals ki taraf consistently kaam karke aur har din aisi cheezein karke jo unhe unke goals ke aur kareeb le jaati hain. Yeh mumkin hai! Aap kar sakte ho! Aap iske haqdar ho!

Lekin sirf yeh book padh lena aapki zyada madad nahi karega. Aapko ACTION lena hoga! Yahi sabse important hissa hai—aur yahi woh hissa tha jisse mujhe bahut saalon tak sabse zyada struggle karna pada. Aapko exercises karna shuru karna hoga, unki practise karni hogi aur apni life mein naye habits introduce karne honge.

Agar aap bahut curious ho, toh pehle poori book ek baar pen ya pencil aur notebook ke saath padho taaki notes bana sako. Phir book ko doosri baar padho—aur ab asli kaam shuru hota hai—ab kuch exercises karna shuru karo aur naye habits ko apni life ka hissa banao. Agar aap is book ki exercises ko regularly aur consistently karoge, toh aapki life behtar ho jayegi!

Success teachings, coaching aur Neurolinguistic Programming ke experts is baat par agree karte hain ki ek naya habit implement karne mein 21 se 30 days lagte hain; 30 days jo aapki life mein difference la sakte hain. 30 days tak khud par aur apne habits par consistently kaam karna sab kuch badal sakta hai—ya kam se kam aapko ek behtar position mein la sakta hai. Kam se kam ise try toh karo! Kuch exercises ke saath kam se kam 30 days tak bane raho. Jo exercises aapko easy lagti hain, unhe karo. Agar phir bhi yeh aapke liye kaam na kare, toh mujhe apni complaint ke saath ek email likho: marc@marcreklau.com

Maine apni homepage par kuch WORKSHEETS bhi provide ki hain.

Unhe download karo aur HAVE FUN!

1
Rewrite your story

Jis tarah aap cheezon ko dekhte ho use badlo,
aur jin cheezon ko aap dekhte ho, woh badal jaati hain.

—WAYNE W. DYER

Main pehli baar is idea ke contact mein lagbhag 25 years pehle aaya tha, jab main Jane Roberts ki book "*Seth Speaks*" padh raha tha. Seth kehta hai ki aap apni story ke writer, director aur main actor ho. Toh agar aapko pasand nahi ki aapki story kaise chal rahi hai... use badal do!

Us waqt mujhe yeh ek kaafi comforting idea laga. Maine ise try kiya aur tab se lekar aaj tak, achhe aur bure dono waqt mein, isi principle par jeeta hoon.

Farq nahi padta ki aapke past mein kya hua tha. Aapka future ek clean sheet hai! Aap khud ko dobara create kar sakte ho! Har din aapko ek nayi life shuru karne ka mauka deta hai! Har ek moment mein aap apni identity khud choose kar sakte ho!

Toh aap kaun banoge?

Yeh aapko decide karna hai ki aaj ke baad aap kaun banne wale ho. Aap kya karne wale ho?

Agar aap is book mein suggest ki gayi kuch cheezein bhi KARTE ho, naye habits create karte ho aur yahan diye gaye kai exercises mein se kuch bhi karte ho, toh cheezein badalni shuru ho jaayengi.

Yeh easy nahi hoga aur aapko discipline, patience aur persistence ki zaroorat padegi. Lekin results zaroor aayenge.

2008 mein, jab FC Barcelona ke coach Josep "Pep" Guardiola ne ek aisi team ki command sambhali jo bahut hi kharab haalat mein thi, tab unhone stadium mein maujood 73,000 logon aur Catalonian television par dekh rahe millions viewers ko apni inauguration speech mein kaha:

“Hum aapko titles ka promise nahi kar sakte. Lekin hum aapko effort ka promise kar sakte hain, aur yeh promise kar sakte hain ki hum end tak persist, persist, persist karenge. Apni seatbelts baandh lo—hum bahut maza karne wale hain.”

Is speech ne club ke 115 years ke history ka sabse successful period shuru kiya, aur bahut kam logon ko lagta hai ki ise kabhi repeat kiya ja sakta hai.

Agle 4 years mein, team ne World football par domination karte hue 3 national championships, 2 national cups, 3 Spanish Supercups, 2 European Supercups, 2 Champions Leagues aur 2 World Club Championships jeete.

(Agar aap soccer follow nahi karte: yeh kuch aisa hai jaise ek average NFL team lagataar 4 Superbowls jeet le.)

Unhone apni story rewrite kar di.

Ab aapki baari hai.

Thoda effort lagao aur persist, persist, persist karo!

Haar mat maano!

Apni seatbelts baandho aur thoda maza lo!

2
Self-discipline and commitment

Humein bed se bahar nikalne wala character tha, action lene ke liye move karne wali commitment thi, aur jo cheez humein aakhir tak bane rehne mein madad karti hai, woh discipline hai.

—ZIG ZIGLAR

Agar aap bade kaam nahi kar sakte,

toh chhote kaam ek behtareen tareeke se karo.

—NAPOLEON HILL

Yeh shuruaati chapters mein se ek hai kyunki yahi aapki future success ki foundation banega. Success aur happiness tak pahunchne ka aapka raasta aapki willpower aur commitment se gehra connection rakhta hai. Yeh character traits decide karenge ki aap woh karte ho ya nahi jo aapne karne ka kaha tha, aur kya aap use poora karte ho ya nahi.

Yahi cheezein aapko aapke goals ki taraf badhate rahengi, chahe aisa lage ki sab kuch aapke khilaaf ja raha hai. Self-discipline ka matlab hai woh kaam karna jo karna zaroori hai, chahe us waqt aapka mood ho ya na ho.

Agar aap self-disciplined banna aur successful hone ki strong will develop karna seekh jao, toh aap apni life mein bahut badi cheezein achieve kar sakte ho. Lekin agar is waqt aapke andar self-discipline ka zara sa bhi hissa nahi hai, toh tension mat lo. Aap isi moment se apni self-discipline aur willpower ko train karna shuru kar sakte ho!

Self-discipline ek muscle ki tarah hoti hai. Jitna zyada aap ise train karoge, utne hi better hote jaoge. Agar is waqt aapki self-discipline weak hai, toh chhote aur aasani se achieve hone wale goals set karke use train karna shuru karo.

Apni har success ko likho aur hamesha yaad rakho ki aapki koi limits nahi hain—sirf wahi limits hain jo aap khud apne liye set karte ho.

Raaste ke end mein milne wale benefits ko visualize karo. Maan lo aap subah 6 a.m. running ke liye jana chahte ho, lekin bed se bahar hi nahi nikal pa rahe. Toh imagine karo ki jab aap us fitness level par pahunch jaoge jo aap chahte ho, tab aap kitna achha feel karoge aur kitne great lagoge.

Phir bed se turant bahar niklo, apne running clothes pehno aur nikal jao!

Yaad rakho: Yeh book tabhi kaam karegi jab aapke paas ise kaam karwane ki will aur discipline hoga!

Aapke word ki kya value hai? Apni commitments ko seriously lo!

Kyuki apni commitments poori na karne ka ek bahut bura consequence hota hai: aap energy lose karte ho, clarity lose karte ho, apne goals tak pahunchne ke raaste mein confused ho jaate ho, aur sabse buri baat, aap apna self-confidence kho dete ho aur aapki self-esteem ko bhi nuksan pahunchta hai.

Isse bachne ke liye aapko yeh samajhna hoga ki aapke liye waqai kya important hai aur phir apni values ke according action lena hoga.

Commitment ek choice hai!

Sirf wahi commitments lo jo aap sach mein lena chahte ho. Iska matlab ho sakta hai kam commitments lena aur zyada baar “NO” kehna.

Agar commitment karo, toh use nibhao—chahe jo bhi karna pade. Unhe utni hi importance aur value do jitni woh deserve karti hain, aur yeh bhi samjho ki unhe poora na karne ke kya consequences ho sakte hain.

Time to take action!

Khud se yeh questions poochho:

Is waqt aap kin areas mein self-discipline ki kami mehsoos kar rahe ho? Bilkul honest raho.

Agar aapke paas zyada self-discipline hoti, toh aapko kya benefits milte?

Apne goal tak pahunchne ke liye aapka pehla step kya hoga?

Apna action plan chhote-chhote steps mein likho. Khud ko deadlines do.

Aapko kaise pata chalega ki _____ mein zyada self-discipline develop karne ka aapka goal achieve ho gaya hai?

3
Take full responsibility for your life

Peak performance tab shuru hoti hai jab aap apni life aur aapke saath hone wali har cheez ki poori responsibility lete ho.

—BRIAN TRACY

Zyadaatar log waqai freedom nahi chahte, kyunki freedom ke saath responsibility aati hai, aur zyadaatar log responsibility se darte hain.

—SIGMUND FREUD

Sirf ek hi insaan hai jo aapki life ke liye responsible hai, aur woh ho AAP! Na aapka boss, na aapka spouse, na aapke parents, na aapke friends, na aapke clients, na economy, aur na hi weather. AAP!

Jis din hum apni life mein hone wali har cheez ke liye doosron ko blame karna band kar dete hain, us din sab kuch badal jaata hai.

Apni life ki responsibility lena matlab apni life ki command lena aur uske protagonist banna. Circumstances ka victim banne ke bajay, aapke paas apni circumstances create karne ki power aa jaati hai, ya kam se kam yeh decide karne ki power ki life jo circumstances aapke saamne rakhti hai, unke saamne aap kaise act karoge.

Aapki life mein kya hota hai, usse itna farq nahi padta. Farq is baat se padta hai ki aap uske prati kaunsi attitude choose karte ho. Aur attitude jo aap choose karte ho, woh aapki choice hai!

Agar aap apni life situation ke liye doosron ko blame karte ho, toh aapki life better hone ke liye kya hona chahiye? Sabhi doosre logon ko badalna padega! Aur dost, main aapko bata doon, yeh hone wala nahi hai.

Lekin agar aap protagonist ho, toh aapke paas woh cheezein badalne ki power hai jo aapko apni life mein pasand nahi hain!

Aap apne thoughts, actions aur feelings par control rakhte ho. Aap apne words par control rakhte ho, TV par kaunsi series dekhte ho us par control rakhte ho, aur kin logon ke saath apna time spend karte ho us par bhi control rakhte ho.

Agar aapko apne results pasand nahi hain, toh apna input badlo—apne thoughts, emotions aur expectations.

Doosron par react karna band karo aur respond karna shuru karo.

Reaction automatic hota hai.

Response consciously choose kiya jaata hai.

Jab aap apni life ko apne haath mein lete ho, toh kya hota hai?

Ek bahut buri cheez:

Blame karne ke liye koi nahi bachta.

—ERICA JONG

Victim kehta hai: “Meri life mein jo bhi bura hai, uski galti doosron ki hai.” Lekin agar aap problem ka part nahi ho, toh aap solution ka bhi part nahi ho sakte.

Ya doosre words mein, agar problem bahar se aayi hai, toh solution bhi bahar hi hoga.

Agar aap “traffic” ki wajah se roz late office pahunchte ho, toh time par pahunchne ke liye kya hona chahiye?

Traffic ko magically gayab ho jaana chahiye!

Kyuki jab tak traffic rahega, aap late hote rahoge.

Ya phir aap protagonist ki tarah act kar sakte ho aur ghar se time par nikal sakte ho. Phir sab kuch aap par depend karega.

Toh ek baar phir:

Chahe aap environment ke un stimuli ko control nahi kar sakte jo lagataar aap tak pahunchte rehte hain, lekin aapke paas yeh freedom zaroor hai ki un situations ke saamne apna behavior kaise choose karna hai.

“Victim mentality” wala insaan sirf react karta hai, hamesha khud ko innocent samajhta hai aur apni life situation ke liye lagataar doosron ko blame karta rehta hai. Woh apne past ko justification ke roop mein use karta hai aur apni umeedein ek aise future par laga deta hai jo magically uski problems solve kar dega ya un logon ko badal dega jo uski pareshaniyon ka kaaran hain.

Protagonist jaanta hai ki responsibility uski hai. Woh suitable behavior choose karta hai aur khud ko accountable rakhta hai. Woh past ko ek valuable experience ke roop mein use karta hai jisse seekha ja sakta hai. Woh present mein jeeta hai, jahan use har waqt change ke naye opportunities dikhte hain, aur woh apne future goals decide karke unke peeche lag jaata hai.

Sabse important sawaal yeh hai:

“Jab life aapke saamne yeh circumstances rakhegi, toh aap apne actions ke through kaun banna choose karoge?”

Gandhi ne is baat ko bahut khoobsurti se kaha tha:

“Woh hamara self-respect humse nahi cheen sakte jab tak hum khud unhe na de dein.”

Khud se yeh questions poochho:

Abhi aap apni life situation ke liye kise blame kar rahe ho? (Apne partner ko? Apne boss ko? Apne parents ko? Apne friends ko?)

Agar aap apni life mein hone wali cheezon ke liye doosron ko blame karna band kar do, toh kya hoga?

Agar aap circumstances ke victim banna chhod do, toh kya hoga?

Kya victim bane rehna aapke liye comfortable hai?

Victim bane rehne se aapko kya benefits milte hain?

Agar aap apni life mein suffer karna band kar do aur use badalne ka decision le lo, toh kya hoga?

Aap kya badaloge?

Aap kahan se shuruaat kar sakte ho?

Aap kaise shuruaat karoge?

Action Step:

Agle week mein aisi 5 cheezein likho jo aap apni life ki direction badalne aur uski command apne haath mein lene ke liye kar sakte ho.

4
Choices and decisions

Jab aap ek decision le lete ho, toh universe use reality banane ke liye milkar kaam karta hai.

—RALPH WALDO EMERSON

Shayad aapne pehle suna hoga ki aapki life un decisions ka result hai jo aapne liye hain. Is baat ke baare mein aap kaisa feel karte ho? Kya yeh aapke liye sach hai?

Yeh bahut important hai ki aaj se aap us power ko samjho jo decisions lene ke through aapke paas apni life par hoti hai.

Har decision, har choice aapki life par gehra asar daalti hai. Asal mein, aapki life seedha un choices aur decisions ka result hai jo aapne past mein liye the, aur har choice apne saath ek consequence lekar aati hai.

Behtar choices lena shuru karo.

Yaad rakho ki aap apne thoughts choose karte ho aur hatta ki apni feelings bhi.

Sabse important baat hai decisions lena. Decision sahi hai ya galat, yeh secondary baat hai. Aapko jaldi hi feedback mil jayega jo aapko aage badhne mein madad karega.

Jab aap ek decision le lo, toh uske saath aage badho aur uske consequences accept karo. Agar woh galat nikle, toh usse seekho aur khud ko maaf kar do. Yeh samajhkar ki us waqt aur us knowledge ke saath jo aapke paas thi, wahi sabse behtar aur sahi decision tha jo aap le sakte the.

YOUR ATTITUDE + YOUR DECISIONS = YOUR LIFE

Viktor Frankl ek Jewish psychologist the jinhe Second World War ke dauran Germany ke concentration camps mein qaid kar diya gaya tha. Unhone apni poori family kho di thi, sirf unki sister bach paayi thi.

In bhayanak circumstances ke beech unhe ek baat samajh aayi jise unhone “ultimate human freedom” naam diya. Yeh woh freedom thi jo Nazi prison guards bhi unse nahi cheen sake.

Woh unki external circumstances ko control kar sakte the, lekin aakhir mein yeh Viktor Frankl khud decide karte the ki yeh circumstances unhe kaise affect karengi!

Unhone discover kiya ki STIMULUS aur RESPONSE ke beech time ka ek chhota sa gap hota hai, jahan unke paas apna RESPONSE CHOOSE karne ki freedom hoti hai.

Iska matlab yeh hai ki chahe aap life ke diye hue circumstances ko control na kar pao, lekin un circumstances ke saamne aap apna response hamesha choose kar sakte ho. Aur aisa karke aap apni life par bahut bada impact daal sakte ho.

Doosre words mein, humein dard us cheez se nahi hota jo hamare saath hoti hai. Humein dard apne response se hota hai jo hum us cheez ke prati dete hain.

Sabse important baat yeh hai ki hum apni life mein hone wali cheezon ka RESPONSE kaise dete hain.

Aur yeh ek CHOICE hai!

Kya aap zyada healthy banna chahte ho?

Food aur exercise ke baare mein behtar choices lo.

Kya aap zyada successful banna chahte ho?

Yeh decide karo ki aap kin logon ke saath rehte ho, kya padhte ho aur kya dekhte ho.

Koi excuses nahi hain!

Mujhe maaf karna agar main yeh maan loon ki jab Viktor Frankl ne yeh discovery ki thi, tab aapki life situation usse zyada buri nahi hai. Mere liye World War II ke dauran ek German concentration camp mein ek Jew hona, jitna bura ho sakta hai utna bura tha.

Khud se yeh questions poochho:

Aaj aap kaun se decisions le sakte ho jo change ki shuruaat kar sakte hain?

Kya aap zyada flexible banna choose karoge? Zyada positive? Zyada healthy? Zyada happy?

Action Steps:

1. Aaj aap jo kam se kam teen changes karna chahte ho, unhe likho:

i)

ii)

iii)

2. Viktor Frankl ki book "*Man's Search for Meaning*" padho.

5
Choose your thoughts

Yeh universe hamesha badal raha hai; aur hamari life wahi banti hai jo hamare thoughts use banate hain.

—MARCUS AURELIUS

Aaj aap wahan ho jahan aapke thoughts aapko lekar aaye hain; kal aap wahan hoge jahan aapke thoughts aapko le jayenge.

—JAMES ALLEN

Agar aap apni life improve karna chahte ho, toh sabse pehli cheez jo aapko improve karni hogi, woh hain aapke thoughts.

Aapke thoughts aapki reality create karte hain, isliye behtar hoga ki un par aapka control ho! Apne thoughts ko control karke, aakhir mein aap apni life aur apni destiny ko control karte ho.

Isliye time-time par apne thoughts ko observe karo.

Peace Pilgrim ka yeh quote sab kuch keh deta hai:

“Agar aap samajh jao ki aapke thoughts kitne powerful hain, toh aap kabhi bhi koi negative thought nahi sochoge.”

Negative thoughts mein mat uljho. Jab bhi woh aayein, har baar unhe positive thoughts se replace karo, jaise:

“Sab kuch theek ho jayega.”

Positive socho!

Positive sochne wala insaan koi dreamer nahi hota jo yeh samajhta ho ki life mein problems hoti hi nahi hain. Balki woh yeh samajhta hai ki problems growth ke opportunities hain, aur unka wahi meaning hota hai jo hum unhe dete hain.

Positive thinking ka matlab hai reality ko waise hi dekhna jaisi woh hai, use accept karna aur uska best use karna.

Apne thoughts ko apne upar dominate mat karne do. Balki aap apne thoughts ko dominate karo aur unki quality ko control karo.

Apne mind ko train karo ki woh sirf positive, creative aur inspiring thoughts par focus kare.

Agar aap kuch time tak apne mind ko is tarah train karoge, toh aap dekhoge ki aapki life ki circumstances bhi badalna shuru ho jaayengi.

Aap apne thoughts ke creator ho, lekin aap apne thoughts nahi ho.

Aapke thoughts energy hain, aur energy thoughts ke peeche chalti hai.

Thoughts emotions create karte hain, emotions behavior create karte hain, behavior actions create karta hai, aur un actions ke consequences aapki daily life mein dikhte hain.

THOUGHT → EMOTION → BEHAVIOR → ACTION

Aapke thoughts, life ke baare mein aapke beliefs par depend karte hain.

Agar aapko woh pasand nahi jo aap receive kar rahe ho, toh ek baar yeh dekho ki aap bhej kya rahe ho!

Aapki life mein jo kuch bhi hai, woh aapke thoughts, expectations aur beliefs ne create kiya hai.

Isliye unka analysis karo!

Agar aap apne beliefs badal doge, toh aapko naye results milenge!

Kisi thought ko itni baar practise karo ki woh ek belief ban jaye. Phir aapka behavior aur actions usi ke according chalne lagenge.

Maan lo aap lagataar is baat ki chinta karte rehte ho ki aapke paas enough money nahi hai. Toh aap fear ke basis par behavior create karoge.

Aap chhota khelna shuru kar doge.

Aap jeetne ke liye khelne ke bajay, jo money aapke paas hai use bachaye rakhne ki koshish karoge.

Action Step:

48 hours tak ek bhi negative thought na rakhne ki koshish karo.

Jab bhi koi negative thought aaye, use pehle hi moment mein rok do aur uski jagah love, peace aur compassion wale positive thoughts le aao.

Shuruaat mein yeh mushkil lag sakta hai, lekin lage raho.

Yeh dheere-dheere aasaan ho jaata hai.

Phir ise 5 days tak try karo, aur uske baad poore ek week tak.

Jab se aapne positive sochna shuru kiya hai, aapki life mein kya badla hai?

6
What do you believe?

Yeh mere aapke liye aakhri shabd hain. Life se mat daro. Believe karo ki life jeene layak hai, aur aapka yeh belief us baat ko sach banane mein madad karega.

—WILLIAM JAMES

Kisi insaan ki life ki bahari conditions hamesha uske andar ke beliefs ka reflection hoti hain.

—JAMES ALLEN

Aap kya believe karte ho?

Yeh bahut important hai, kyunki aakhir mein aapke beliefs hi aapki reality create karte hain! Aap wahi create karte ho jo aap believe karte ho, aur aapki duniya asal mein reality ki sirf aapki interpretation hai.

Doosre words mein, hum duniya ko waise nahi dekhte jaise woh hai, balki waise dekhte hain jaise hume use dekhne ke liye condition kiya gaya hai.

Hamari perception reality ka sirf ek approximation hai.

Reality ke baare mein hamare maps aur samajh, reality se bhi zyada yeh decide karte hain ki hum kaise act karenge.

Hum mein se har insaan duniya ko apne beliefs ke lenses se dekhta hai.

Kya yeh sab aapko hocus-pocus lag raha hai?

Mujhe bhi pehle aisa hi lagta tha, jab tak maine High School mein Psychology ke do semesters nahi padhe aur *Placebo Effect*, *Pygmalion Effect* aur *Self-Fulfilling Prophecies* ke baare mein nahi seekha.

In subjects par hui studies yeh dikhati hain ki hamare thoughts aur beliefs waqai kitne powerful hote hain!

Lekin belief hota kya hai?

Belief woh conscious aur unconscious information hai jise hum sach maan lete hain.

Robert Dilts beliefs ko hamare khud ke baare mein, doosron ke baare mein aur apne aas-paas ki duniya ke baare mein judgments aur assessments ke roop mein define karte hain.

Belief asal mein ek habitual thought pattern hai.

Jab koi insaan kisi cheez ko sach maan leta hai (chahe woh sach ho ya na ho), toh woh usi tarah act karta hai jaise woh waqai sach ho. Phir woh us belief ko prove karne ke liye facts collect karta rehta hai, chahe belief galat hi kyon na ho.

Beliefs ek self-fulfilling prophecy ki tarah kaam karte hain.

Yeh process kuch is tarah chalti hai:

Beliefs → Emotions → Actions → Results

Aapke beliefs aapki emotions ko influence karte hain, emotions aapke actions ko influence karti hain aur actions aapke RESULTS ko influence karte hain!

Aapke belief system ke hisaab se hi aap apni life jeete ho.

Main chahta hoon ki aap yeh samjho ki life bas aapke saath ho nahi rahi hai!

Yeh aapke beliefs, thoughts aur expectations ka reflection hai.

Agar aap apni life badalna chahte ho, toh sabse pehle aapko apne thinking patterns badalne honge.

Chahe zyadaatar beliefs bachpan ki programming se aaye hon, phir bhi hum unhe badal sakte hain.

Koi bhi aap par beliefs force nahi kar sakta.

Aakhir mein hamesha aap hi decide karte ho ki koi belief aapke liye sach hoga ya nahi.

Khud par believe karna ek attitude hai.

Yeh ek choice hai!

Henry Ford ki baat yaad rakho!

Agar aap sochte ho ki aap nahi kar paoge, agar aap sochte ho ki yeh impossible hai, toh aap use achieve nahi karoge, chahe aap kitni bhi mehnat kar lo.

Kai decades tak log maante the ki koi insaan 4 minutes se kam time mein ek mile nahi daud sakta. Is topic par scientific papers aur studies bhi maujood thi.

Lekin 6 May 1954 ko Roger Bannister ne Oxford ki ek race mein sabko galat prove kar diya.

Uske baad se 1,000 se zyada log yeh kar chuke hain.

Main strongly recommend karta hoon ki aap limiting beliefs ko chhod do, jaise:

• Koi bhi poori tarah happy nahi ho sakta, kyunki hamesha kuch na kuch galat hota rehta hai.

• Life tough hai.

• Emotions dikhana weak logon ka kaam hai.

• Opportunity sirf ek baar knock karti hai.

• Main helpless hoon aur meri life par mera koi control nahi hai.

• Main is layak nahi hoon.

• Koi mujhe pyaar nahi karta.

• Main nahi kar sakta.

• Yeh impossible hai.

• ...

Aur inki jagah empowering beliefs apnao, jaise:

• Main apni destiny create karta hoon.

• Jab tak main allow na karun, koi mujhe hurt nahi kar sakta.

• Life great hai!

• Har cheez kisi reason se hoti hai.

• Sab kuch theek ho jayega.

• Main kar sakta hoon!

Khud se yeh questions poochho:

Main apne baare mein kya sach maanta hoon?

Money ke baare mein mere beliefs kya hain?

Mere relationships ke baare mein mere beliefs kya hain?

Mere body ke baare mein mere beliefs kya hain?

Kisi belief ko badalne ke liye yeh exercise follow karo aur khud se kaho:

1. Yeh reality ke baare mein mera sirf ek belief hai. Iska matlab yeh nahi ki yahi reality hai.
2. Chahe main is par believe karta hoon, phir bhi yeh zaroori nahi ki yeh sach ho.
3. Is belief ke opposite emotions create karo.
4. Iska opposite imagine karo.
5. Yaad rakho ki belief reality ke baare mein sirf ek idea hai, reality khud nahi.
6. Roz sirf 10 minutes ke liye jo real lag raha hai use ignore karo aur aise act karo jaise aapki wish already poori ho chuki hai. (Khud ko money spend karte hue, healthy, zyada successful, etc. dekhna shuru karo.)

Alternative exercise:

1. Apna limiting belief likho.
2. Yeh sequence yaad rakho: belief → emotion → action → result.
3. Alag result paane ke liye aapko kis tarah act karna hoga?
4. Alag tareeke se act karne aur alag result paane ke liye aapko kaisa feel karna hoga?
5. Alag feel karne, alag act karne aur alag result paane ke liye aapko kya believe karna hoga?

7
The importance of your attitude

Insaan se sab kuch cheena ja sakta hai, siwaye ek cheez ke: insaani freedom ki aakhri azaadi—har situation mein apna attitude choose karne ki freedom.

—VIKTOR FRANKL

Aapka attitude aapki happiness ke liye bahut important hai!

Yeh cheezon ko dekhne ka aapka nazariya poori tarah badal sakta hai, aur unka saamna karne ka tareeka bhi.

Agar aap game ke rules accept kar lo, toh aap life mein kam suffer karoge.

Life hansi aur aansuon, roshni aur andhere ka mix hai. Aapko bure moments ko accept karna hoga aur unhe dekhne ka apna nazariya badalna hoga.

Aapke saath jo bhi hota hai, woh ek challenge bhi hai aur ek opportunity bhi.

Life ki har cheez mein positive side dekhne ki koshish karo, chahe situation kitni bhi buri kyon na ho.

Har buri cheez ke andar kuch na kuch achha chhupa hota hai—haalanki kabhi-kabhi use dhoondhne mein thoda time lag sakta hai.

Main phir se keh raha hoon: aapki life mein kya hota hai, yeh itna important nahi hai; important yeh hai ki jo hota hai uska aap response kaise dete ho. Wahi aapki life banata hai!

Life moments ki ek chain hai—kuch khushiyon wale, kuch dukh bhare—and yeh aap par depend karta hai ki aap har ek moment ka best kaise nikalte ho.

Kya aapki wife aapko chhod kar chali gayi?

Toh kya aap hamesha ke liye unhappy rahoge, ya bahar jaakar naye logon se miloge?

Job chali gayi?

Ho sakta hai woh aapke liye naye doors khol de.

Kai saal pehle success teachers aur positive thinkers is baat ko kuch is tarah kehte the:

“Agar life aapko ek lemon de, toh usmein sugar milao aur lemonade bana lo.”

Aaj ke younger readers shayad kahenge:

“Agar life aapko ek lemon de, toh thoda salt aur Tequila bhi maang lo.”

Samajh gaye na baat?

Kuch healthy attitudes ke examples:

• Khud ko mistakes karne ki permission do aur unse seekho.

• Yeh maan lo ki kuch cheezein aisi hain jo aap nahi jaante.

• Help maangne ki himmat rakho aur doosron ko aapki help karne do.

• Ab tak aapne apni life mein kya kiya hai aur aaj ke baad aap kya karna chahte ho—ya aur behtar, kya karoge—inke beech difference samjho.

Action Step:

Kisi ek negative situation ke baare mein socho aur uska nazariya poori tarah palat do.

8
Perspective is everything

Optimist donut ko dekhta hai,

pessimist uske beech ka hole dekhta hai.

—OSCAR WILDE

Pessimist woh insaan hota hai jo opportunity knock karne par uski awaaz ki complaint karta hai.

—OSCAR WILDE

William Shakespeare ne kaha tha, “Koi cheez apne aap mein na achhi hoti hai na buri, hamari soch use waise bana deti hai.”

Cheezon ko sahi perspective mein dekho!

Jitne zyada aap problem ke kareeb hote ho aur jitna zyada uske saamne khade rehte ho, utna hi kam aap dekh paate ho.

Thoda peeche hato aur situation ko ek broader nazariye se dekho.

Samjho ki problem ke saamne aap kaisa feel kar rahe ho aur uski asli importance ko evaluate karo.

Problem ko ek challenge ke roop mein dekhna bhi madad karega!

Aapki life ki har negative experience ke andar kuch na kuch achha zaroor hota hai—use dhoondo!

Agar aap har situation mein achha dhoondhne ki habit bana lo, toh aap apni life ki quality ko dramatically badal doge.

Experiences khud mein neutral hote hain, jab tak hum unhe koi meaning dena shuru nahi karte.

Duniya ko dekhne ka aapka nazariya aur aapka perspective hi decide karta hai ki koi cheez “achhi” hai ya “buri”.

Jo cheez aapke liye ek badi tragedy ho sakti hai, wahi mere liye ek wake-up call ho sakti hai jo mujhe apni life ki command lene aur aage badhne ke liye inspire kare.

Coaching mein hum ek technique use karte hain jise “Reframing” kaha jaata hai. Iska purpose hota hai kisi event ke baare mein client ke perspective ko badalna.

Mere favorite examples mein se ek hai “Failure” ko “Feedback” ya “Learning experience” mein badal dena.

Aap kaisa feel karte ho jab aap kehte ho:

“Main apne last relationship mein buri tarah fail ho gaya tha.”

Ab yeh kehkar dekho:

“Maine apne last relationship se bahut kuch seekha. Mujhe poora yakeen hai ki main wahi mistakes dobara nahi karunga.”

Kya aap difference feel kar sakte ho?

Yeh rahe Reframing ke kuch aur examples:

Action Step:

Apni life ki kam se kam 5 aisi situations likho jo us waqt aapko negative lagi thi, lekin time ke saath aapko clearly samajh aa gaya ki unse aapko kuch achha mila tha.

9
Have patience and never ever give up!

Hamari sabse badi kamzori haar maan lena hai. Success paane ka sabse pakka tareeka hai hamesha ek aur baar koshish karna.

—THOMAS ALVA EDISON

Success final nahi hoti, failure fatal nahi hota; aage badhte rehne ki himmat hi sabse zyada maayne rakhti hai.

—WINSTON CHURCHILL

Perseverance, talent, intelligence aur strategy se bhi zyada important hai.

Kabhi haar na maanne mein bahut badi taqat hoti hai.

Jab life plan ke according na chale, toh aage badhte raho, chahe aapke steps kitne hi chhote kyon na hon.

Success aur failure ke beech, real change aur wahi ke wahi reh jaane ke beech jo do habits sabse zyada farq laati hain, woh hain patience aur perseverance.

Bahut mumkin hai ki success milne se pehle aapke raaste mein kuch obstacles aayein.

Agar aapke plans kaam na karein, toh use temporary defeat samjho, permanent failure nahi.

Ek naya plan banao aur dobara try karo.

Agar naya plan bhi kaam na kare, toh use badlo, adapt karo aur tab tak badalte raho jab tak woh kaam karna shuru na kar de.

Yahi woh point hai jahan zyadaatar log haar maan lete hain.

Unke paas naye plans par kaam karne ke liye patience aur persistence ki kami hoti hai!

Lekin dhyaan rakho.

Is baat ko us situation ke saath confuse mat karo jahan aap lagataar ek aise plan ke peeche pade ho jo kaam hi nahi karta.

Agar koi cheez kaam nahi kar rahi... toh use badlo!

Persistence ka matlab hai apne goal ko achieve karne ke liye lagataar bane rehna.

Jab obstacles aayein, patience rakho.

Jab setbacks milen, patience rakho.

Jab cheezein hoti hui na dikhein, patience rakho.

Bad luck ya opposition ki pehli nishani dekhte hi apna goal mat chhod do.

Thomas Edison aur light bulb banane ke liye kiye gaye unke 10,000 attempts ko yaad karo.

Unki tarah success ki taraf fail hote jao!

Persistence ek state of mind hai.

Use develop karo.

Agar aap gir jao, toh uth jao, dhool jhaad do aur apne goal ki taraf badhte raho.

Persistence ki habit is tarah banti hai:

1. Ek clear goal rakho aur use achieve karne ki strong desire rakho.
2. Ek clear plan banao aur us par daily action steps ke saath kaam karo.
3. Har tarah ke negative aur discouraging influences se immune ban jao.
4. Ek support system rakho—ek ya zyada aise log jo aapko encourage karein taaki aap apne actions par bane raho aur apne goals ko pursue karte raho.

10
Learn the “Edison Mentality”

Main fail hote-hote success tak pahunch gaya.

—THOMAS ALVA EDISON

Fail hona mushkil hai, lekin success paane ki koshish hi na karna usse bhi zyada bura hai.

—THEODORE ROOSEVELT

Chaliye failure ke baare mein baat karte hain!

Yeh topic itna important hai, phir bhi itna galat samjha jaata hai.

Paulo Coelho ne bilkul sahi kaha hai:

“Sirf ek hi cheez hai jo kisi dream ko achieve karna impossible bana deti hai: failure ka dar.”

Failure ka dar dreams ka sabse bada killer hai.

Lekin kyon?

Hum failure se itna darte kyon hain?

Hum ise Napoleon Hill ki tarah kyon nahi dekh paate, jinhone kaha tha:

“Har adversity, har failure aur har heartache ke andar uske barabar ya usse bhi bade benefit ka beej chhupa hota hai.”

Ya doosre words mein, agar hum failure ko bilkul Napoleon Hill ki tarah dekh paate, toh hamari life kitni badal jaati?

Kyon na ise ek learning experience ki tarah dekha jaye jo growth ke liye zaroori hai aur jo hume information aur motivation deta hai?

Kya hoga agar aap poori tarah is idea ko accept kar lo ki asal mein failure progress ki taraf ishara karne wala ek sign hai?

“Edison Mentality” seekho.

Edison khud aisi baatein kehte the:

“Main fail hote-hote success tak pahunch gaya.”

Ya:

“Main fail nahi hua hoon. Maine bas 10,000 aise tareeke dhoondh liye hain jo kaam nahi karte.”

Yahi soch unhe apni kai inventions duniya tak pahunchane mein madad kar paayi.

Woh insaan bas haar nahi maanta tha!

Apni mistakes ko feedback ke roop mein accept karo aur unse seekho!

Khushkismati se, bachpan mein hamare paas woh mentality nahi thi jo hum mein se bahuton ne bade hoke apna li hai.

Kyuki agar hoti, toh shayad hum mein se bahut se log chalna bhi nahi seekh paate!

Aapne chalna kaise seekha tha?

Kai baar girkar aur har baar dobara uthkar.

Lekin afsos ki baat hai ki zindagi ke kisi mod par aapne yeh maan liya ki failure koi bahut buri cheez hai.

Aur iska result yeh hua ki aaj hum ek baar fail hote hain aur phir cheezein karna hi chhod dete hain.

Sirf isliye kyunki pehli baar mein kaam nahi bana.

Sirf isliye kyunki hume reject kar diya gaya.

Sirf isliye kyunki hamara business venture turant successful nahi hua.

AB waqt aa gaya hai ki aap failure ke prati apni mentality badlo!

Aaj se ise is nazariye se kyon na dekho:

Har failure hamari life ka ek behtareen moment hota hai, kyunki yeh hume usse seekhne aur grow karne ka mauka deta hai!

Aajkal zyada se zyada companies bhi isi nayi mentality ko apna rahi hain. Woh apne employees ko mistakes karne ki permission deti hain, kyunki unhone notice kiya hai ki jab log mistakes karne se darte hain, toh creativity aur innovation khatam ho jaate hain aur company ki progress slow pad jaati hai.

Aakhir mein baat itni si hai:

Success, right decisions ka result hoti hai.

Right decisions, experience ka result hote hain.

Aur experience, wrong decisions ka result hota hai.

Yeh ek mashhoor “failure” ki kahani hai jo fail hote-hote success tak pahunch gaya:

• Job chali gayi, 1832

• Legislature election haar gaya, 1832

• Business mein fail hua, 1833

• Legislature ke liye elect hua, 1834

• Sweetheart (Ann Rutledge) ki death ho gayi, 1835

• Nervous breakdown hua, 1836

• Speaker ke election mein haar gaya, 1838

• Congress nomination mein haar gaya, 1843

• Re-nomination haar gaya, 1848

• Land Officer ki position ke liye reject hua, 1849

• Senate election haar gaya, 1854

• Vice-President nomination mein haar gaya, 1856

• Phir se Senate election haar gaya, 1858

• President elect hua, 1860

Yeh kahani Abraham Lincoln ki hai, ek aise insaan ki jise hum shayad kabhi failure nahi kahenge, hai na?

Aur yeh kuch aur mashhoor failures hain:

Michael Jordan: apni high-school basketball team se nikaal diye gaye the.

Steven Spielberg: film school se 3 baar reject hue.

Walt Disney: ek newspaper ke editor ne unhe isliye nikaal diya kyunki unke paas ideas aur imagination ki kami batayi gayi.

Albert Einstein: unhone bolna der se seekha aur school mein unka performance bhi achha nahi tha.

John Grisham: unki pehli novel ko 16 agents aur 12 publishing houses ne reject kar diya tha.

J.K. Rowling: *Harry Potter* likhte waqt woh divorced, single mother thi aur welfare par jee rahi thi.

Stephen King: unki pehli book "*Carrie*" ko 30 baar reject kiya gaya. Unhone use kachre mein phek diya tha. Unki wife ne use kachre se nikala aur unhe dobara try karne ke liye encourage kiya.

Oprah Winfrey: unhe unki television reporting job se yeh kehkar nikaal diya gaya ki woh "television ke liye suitable nahi hain."

The Beatles: ek record company ne unse kaha tha ki unka "show business mein koi future nahi hai."

Neeche diye gaye questions ka jawab do:

Pichhle kuch years mein kya aapko koi failures mile hain?

Aapne unse kya seekha? Un failures se aapko kya positive cheez mili?

11
Get comfortable with change and chaos

Thoda uncomfortable hone ke liye tayyar raho. Uncomfortable rehne mein comfortable banna seekho. Yeh mushkil ho sakta hai, lekin apne dream ko jeene ke liye yeh ek chhoti si keemat hai.

—PETER MCWILLIAMS

Success ka raasta change aur chaos se hokar guzarta hai.

Personal growth ke liye aapko lagataar thoda uncomfortable feel karna padega.

Un cheezon ko karne ki habit banao jo doosre log karna nahi chahte.

Aapko woh karna choose karna hoga jo karna zaroori hai, chahe kitni bhi inconvenience kyon na ho!

Iska matlab hai: grudge rakhne ke bajay maaf karna, “yeh nahi ho sakta” kehne ke bajay extra effort lagana, aur doosron ko blame karne ke bajay apne behavior ki 100% responsibility lena.

Hum mein se zyadaatar log sochte hain ki apni life badalne ke liye bahut bade changes karne padenge. Phir hum us kaam ki badi size dekhkar overwhelm ho jaate hain aur aakhir mein kuch bhi nahi karte. Aur phir apni purani habits mein hi fase reh jaate hain.

Jawab simple hai: baby steps lo!

Chhoti-chhoti cheezein badalna shuru karo jinmein zyada effort na lage. Wahi chhote changes dheere-dheere bade changes ka kaaran banenge.

Office jaane ka apna route badlo, lunch ke liye naya restaurant choose karo, ya naye logon se milo.

Action Steps:

1. Roz ek aisi cheez karo jo aapko thoda uncomfortable feel karaye.
2. Kal aap kya badalne wale ho? Apni daily routine? Exercise? Ya healthier food khana?

12
Focus on what you want, not on what you lack!

Hamare sabse andhere moments mein hi humein roshni dekhne ke liye focus karna chahiye.

—ARISTOTLE ONASSIS

Logon ko jo chahiye woh na milne ki sabse badi wajah yeh hai ki unhe khud hi nahi pata hota ki unhe chahiye kya.

Doosri sabse badi wajah yeh hai ki jab woh khud se yeh kehte hain ki unhe kya chahiye, tab bhi unka focus us par hota hai jo unhe nahi chahiye. Aur jis cheez par aap focus karte ho... woh badhne lagti hai!

Aaj se yaad rakho ki focus hamesha us par karo jo aap chahte ho!

Aapka focus kahan hai?

Positive par ya negative par?

Past par ya present par?

Problems par ya solutions par?

Yeh bahut important hai!

Yahin par zyadaatar log Law of Attraction ko galat samajh lete hain aur phir haar maan jaate hain.

Woh kehte hain:

“Main money attract kar raha hoon.”

“Main prosperous hoon.”

Lekin saath hi saath unka zyadaatar focus bills par hota hai jo unhe pay karne hain, us money par jo unke paas se ja raha hai, aur is baat par ki woh zyada earn nahi kar rahe.

Phir kya hota hai?

Woh aur zyada wahi cheezein attract karte hain jo woh nahi chahte!

Jis cheez par aap focus karte ho, aap uski aur zyada quantity attract karte ho!

Aapki energy us direction mein flow karti hai jahan aapka focus hota hai. Aur aapka focus hi duniya ko dekhne ka aapka overall perception tay karta hai.

Opportunities par focus karo aur aapko aur opportunities dikhne lagenge!

Success par focus karo aur success aapki taraf aane lagegi.

Apna focus badalne ke liye yeh questions use karo:

Main is situation ko kaise improve kar sakta hoon?

Main kis baat ke liye thankful ho sakta hoon?

Meri life mein is waqt kya great hai?

Agar main chahoon, toh is waqt kis baat par khush ho sakta hoon?

Kya yeh cheez 10 years baad bhi important hogi?

Is challenge mein kya great hai? Main isse kya seekh sakta hoon?

Main cheezon ko better banane ke liye kya kar sakta hoon?

13
Watch your words

Lekin agar thoughts language ko corrupt kar sakte hain, toh language bhi thoughts ko corrupt kar sakti hai.

—GEORGE ORWELL, 1984

Jo ek cheez aapko woh paane se rok rahi hai jo aap chahte ho, woh hai woh kahani jo aap lagataar khud ko sunate rehte ho.

—TONY ROBBINS

Apne words par nazar rakho! Unki power ko kabhi underestimate mat karo. Words bahut powerful hote hain. Hum apne experiences ko describe karne ke liye jo words use karte hain, wahi experiences hamari reality ban jaate hain. Shayad aapki life mein bhi ek-do aisi situations aayi hongi jahan bole gaye words ne bahut nuksan pahunchaya ho. Aur yeh sirf doosron se baat karte waqt hi nahi hota, balki khud se baat karte waqt bhi hota hai.

Haan, wahi chhoti si voice jo aapke dimaag mein chalti rehti hai—jo abhi pooch rahi thi, “Voice? Kaunsi voice?”

Aap poore din khud se jo kehte rehte ho, aap wahi ban jaate ho. Aapka inner dialogue ek hypnotist ke baar-baar diye gaye suggestion ki tarah hota hai. Kya aap bahut complain karte ho? Aap khud ko kaunsi story suna rahe ho? Agar aap khud se kehte ho ki aap bure ho, weak ho aur powerless ho, toh aapki duniya bhi waise hi dikhne lagegi. Doosri taraf, agar aap kehte ho ki aap healthy ho, great feel kar rahe ho aur unstoppable ho, toh woh bhi aapki reality mein reflect hoga.

Aapka inner dialogue aapki self-esteem par bahut bada impact daalta hai. Isliye dhyaan rakho ki aap khud ko kaise describe karte ho. Jaise, “Main lazy hoon”, “Main ek disaster hoon”, “Main kabhi yeh nahi kar paunga”, ya mera personal favorite, “Main tired hoon.” Kyuki jitna zyada aap khud se kahoge ki aap tired ho, utna hi zyada tired feel karoge.

Apne inner dialogue ko observe karna bahut important hai. Aap khud se jis tarah baat karte ho, woh aapke khud ke baare mein sochne ka tareeka badal deta hai. Phir

aapke feelings badalte hain, phir aapke actions badalte hain, aur aakhir mein aapke results aur doosron ki nazar mein aapki image bhi badal jaati hai.

Khud ke saath conversation ko positive rakho. Jaise, “Main success achieve karna chahta hoon”, “Main slim banna chahta hoon”, “God, main kitna achha hoon.” Kyuki aapka subconscious mind chhote se word “NO” ko samajhta hi nahi. Woh aapke words ko IMAGES ke roop mein dekhta hai.

Ek pink elephant ke baare mein mat socho!

Dekha? Mujhe yakeen hai ki aapne abhi ek pink elephant imagine kar liya.

Aur main phir se kahunga—please us par focus karo jo aap chahte ho. Yaad rakho ki aapke words, aur khaaskar woh questions jo aap khud se poochte ho, aapki reality par bahut bada asar daalte hain. Main apne coaching clients ko kehta hoon ki woh kabhi mujhe ya khud ko yeh na kahen ki woh koi kaam nahi kar sakte. Uske bajay hamesha poochhein, “Yeh kaise kiya ja sakta hai?”

Jab aap khud se “kaise” poochte ho, toh aapka brain answer dhoondhna shuru kar deta hai aur aakhir mein use dhoondh bhi leta hai. Achhi baat yeh hai ki aap apni language badal kar, khud se positive tareeke se baat karke aur naye questions poochna shuru karke waqai apni life badal sakte ho.

Toh phir intezar kyon?

Abhi isi waqt khud se naye questions poochna shuru karo!

14
New habits, new life

Hum wahi hain jo hum baar-baar karte hain. Isliye excellence koi action nahi, balki ek habit hai.

—ARISTOTLE

Ek nayi habit implement karne mein lagbhag 21 days lagte hain. Lagbhag 2,500 years pehle Greek philosopher Aristotle ne kaha tha ki aap apni habits badal kar apni life badal sakte ho. Coaching process asal mein client ki habits ko dheere-dheere badalne ka process hai, jahan naye tareeke introduce kiye jaate hain aur purane behaviors ko replace kiya jaata hai.

Apni habits badalne ki process ka sabse important step hai unke prati aware hona. Kya aapne yeh kahawat suni hai: Agar aap wahi karte rahoge jo abhi kar rahe ho, toh wahi results milte rahenge jo abhi mil rahe hain? Einstein ne toh insanity ki sabse pure form ko kuch is tarah define kiya tha: “Ek hi cheez ko baar-baar karna aur har baar alag result expect karna.”

Kya yeh aap par fit baithta hai? Fikr mat karo aur padhte raho. Agar aap apni life mein alag results chahte ho, toh aapko cheezein alag tareeke se karni hongi. Aap yeh badal sakte ho, aur agar thodi mehnat aur discipline lagao, toh yeh kaafi aasaan hai.

Aisi habits develop karo jo aapko aapke goals ki taraf le jaayein. Agar aap yeh karte ho, toh aapki life mein success guaranteed hai. Yeh kuch “bad” habits ke examples hain jinse chutkaara paana achha ho sakta hai: hamesha late hona, bahut der tak kaam karna, junk food khana, procrastinate karna, jab koi aur bol raha ho toh use beech mein tokna, apne phone ka gulaam ban jaana, etc.

Is chapter ka goal hai ki agle 3 months mein aapki life mein 10 naye healthy daily habits introduce kiye jaayein. Main nahi chahta ki aap overwhelm ho jao, toh har month sirf 3 habits introduce karne se shuruaat kyon na karein? Time ke saath yeh habits aapki life ko kaafi improve kar dengi aur un ineffective habits ki jagah le lengi jo ab tak aapki energy drain karti rahi hain.

Action Step:

Aap kaunsi 10 habits introduce karne wale ho?

Bahut bade changes karna zaroori nahi hai. Mere clients aam taur par week mein 3 baar exercise karna, positive cheezon par focus karna, apne goals par kaam karna, beach ya woods mein walk karna, family ke saath zyada time spend karna, zyada vegetables khana, friends se milna, roz 30 minutes padhna aur roz 15 minutes “alone time” spend karna jaise habits introduce karte hain.

Ek visual display rakhna kaafi madad karta hai. Aur apni successes ke liye khud ko reward dena mat bhoolna.

Aaj se hi apni life mein introduce karne wali 10 daily habits ki list banana shuru karo.

Abhi isi waqt!

15
Know yourself

Khud ko jaan lena hi saari wisdom ki shuruaat hai.

—ARISTOTLE

Apni life badalne se pehle sabse pehla step yeh hai ki aap yeh samjho ki aap abhi kahan ho aur kya missing hai. Neeche diye gaye questions ke jawab dene ke liye thoda time nikalo.

Aapke life ke dreams kya hain?

Apni life ke end mein, aapko sabse zyada kis baat ka regret hoga ki aapne woh apne liye nahi ki?

Agar time aur money factors na hote, toh aap kya karna, banna ya paana chahte?

Life mein aapko kya motivate karta hai?

Life mein aapko kya limit karta hai?

Pichhle 12 months mein aapki sabse badi wins kya rahi hain?

Pichhle 12 months mein aapki sabse badi frustrations kya rahi hain?

Aap doosron ko khush karne ke liye kya karte ho?

Aap khud ko khush karne ke liye kya karte ho?

Aap aisa kya hai jise aap jaante ho, lekin jaanne ka dikhawa nahi karte?

Aaj tak apni life mein aapne sabse behtareen kaam kaunsa kiya hai?

Aapko exactly kaise pata hai ki yahi aapka sabse behtareen kaam tha?

Aaj jo kaam aap karte ho, use 5 years pehle ke apne kaam se compare karke kaise dekhte ho? Aaj ke kaam aur us waqt ke kaam ke beech kya relationship hai?

Apne kaam ka kaunsa hissa aapko sabse zyada pasand hai?

Apne kaam ka kaunsa hissa aapko sabse kam pasand hai?

Kaunsi activity ya cheez hai jise aap aam taur par postpone karte rehte ho?

Aapko apne baare mein kis baat par waqai garv hai?

Aap khud ko kaise describe karoge?

Aapko lagta hai ki apne behavior ke kaun se aspects improve karne chahiye?

Is waqt aap apni life ko successful banane ke liye apne commitment level ko kaise describe karoge?

Is waqt aap apne overall well-being, energy aur self-care ki condition ko kaise describe karoge?

Is waqt aap apni life mein kitna fun aur pleasure experience kar rahe ho?

Agar aap ek fear ko hamesha ke liye peeche chhod sakte ho, toh woh kaunsa fear hoga?

Apni life ke kis area mein aap sabse zyada ek sachcha breakthrough chahte ho?

Neeche diye gaye areas mein khud ko 1–10 ke scale par rate karo (10 = highest):

Social _____

Work _____

Family _____

Interpersonal
_____

16
Know your top four values

Sirf effort aur courage kaafi nahi hote agar unke saath purpose aur direction na ho.

—JOHN F. KENNEDY

Chaliye values ke baare mein baat karte hain. Moral ya ethical sense mein nahi, balki un cheezon ke baare mein jo aapko energy deti hain aur motivate karti hain. Apni values ko clearly samajhna aur unhe jaana, khud ko behtar tareeke se samajhne ke sabse important steps mein se ek hai. Apni values ko jaankar aap apni life mein un cheezon ko zyada attract kar paoge jo aap waqai chahte ho.

Agar aap jo life jee rahe ho aur aapki values ke beech bahut bada difference hai, toh yeh suffering aur tension create kar sakta hai. Jab aapko pata chal jaata hai ki aapki values kya hain, tab aap khud ko aur apne actions ko bahut behtar samajhne lagte ho.

Jab aapke goals aapki values ke saath aligned hote hain, toh aap notice karoge ki aap unhe bahut jaldi achieve kar lete ho aur raaste mein kaafi kam resistance milta hai.

Lagbhag 2 years pehle meri life mein sab kuch badal gaya tha jab mujhe apni values ki clear understanding mili. Mujhe aakhirkaar samajh aa gaya ki meri work life aur personal life mein tension aur stress kahan se aa raha tha (meri core values mein se ek bhi apply nahi ho rahi thi!) aur main alag-alag situations mein apne reactions ko bhi bahut behtar samajhne laga.

Toh aapke liye waqai kya important hai?

Un values ko dhoondo jo aapko joy, peace aur fulfillment deti hain. Values ki list mein se (jise aap meri webpage se free mein download kar sakte ho) 10 values choose karo. Ho sakta hai aapko lage ki kuch values ko ek group mein rakha ja sakta hai. Uske baad unhe narrow down karke apni top 4 values tak le aao.

Saath hi, neeche diye gaye questions ke jawab do:

Aapki life mein sabse zyada important kya hai?

Aapki life ko purpose kya deta hai?

Aap aam taur par kya kar rahe hote ho jab aap woh inner peace wali feeling experience karte ho?

Aap aisa kya karte ho jo itna mazedaar hota hai ki aapko time ka pata hi nahi chalta?

Un logon ke baare mein socho jinhe aap admire karte ho. Aap unhe admire kyon karte ho? Unmein kaunsi qualities hain jinhe aap pasand karte ho?

Aapko sabse zyada kaunsi activities pasand hain? Kaise moments aapko joy aur fulfillment dete hain?

Aisi kaunsi cheez hai jise aap bilkul tolerate nahi kar sakte?

Visualization:

Thoda time nikalo. Apni aankhen band karo aur relax ho jao.

Imagine karo ki aaj aapka 75th birthday hai. Aap apne ghar mein aaram se ghoom rahe ho. Aapke saare friends aur family members wahan maujood hain.

Aap kya chahoge ki aapki life ka sabse important insaan, aapka best friend aur aapke family ka koi member aapke baare mein kya kahe?

Use likho.

1. Aapki life ka sabse important insaan kehta hai....
2. Aapka best friend kehta hai....
3. Aapka (family member) kehta hai....

17
Know your strengths

Winner woh hota hai jo apne God-given talents ko pehchanta hai, unhe skills mein badalne ke liye poori mehnat karta hai, aur phir un skills ka use apne goals achieve karne ke liye karta hai.

—LARRY BIRD

Aapko har cheez mein achha hone ki zaroorat nahi hai. Apni strengths par focus karo. Yaad rakho ki jis cheez par aap focus karte ho, woh badhne lagti hai.

Aap kis cheez mein achhe ho?

Ab yeh jaanne ka waqt aa gaya hai, hai na?

Toh chaliye shuru karte hain:

Apni TOP FIVE Personal Qualities aur Professional Strengths neeche likho:

(Aapki unique strengths kya hain? Aapko kis baat par sabse zyada garv hai? Aap sabse achha kya karte ho?)

Apni sabse Significant Personal aur Professional Accomplishments likho:

(Aapne aisa kya achieve kiya hai jiske liye aap sabse zyada khush aur proud feel karte ho?)

Apne Personal aur Professional Assets likho:

(Aap kin logon ko jaante ho? Aap kya jaante ho? Aapke paas kaun se gifts hain? Kaunsi cheez aapko unique aur powerful banati hai?)

Jab aapko apni strengths ka pata chal jaaye, toh agla step hai unhe aur strong banana.

Unki practise karo aur un par focus karo—chahe woh strengths jo aapke paas pehle se hain ya woh jo aap develop karna chahte ho (Chapter 60: *Fake it till you make it* dekho).

Action Step:

Agar aap ready ho, toh apne 5 friends aur/or colleagues ko ek email bhejo aur unse poochho ki unke hisaab se aapki sabse badi strengths kya hain.

Yeh exercise kaafi inspiring ho sakti hai aur aapke self-confidence ko sach mein boost kar sakti hai!

18
Honor your past achievements

Jitna zyada aap apni life ki tareef karte ho aur use celebrate karte ho, utni hi zyada cheezein life mein celebrate karne layak milti hain.

—OPRAH WINFREY

Yeh ek bahut important chapter hai. Yeh mere favorite exercises mein se ek hai jo main apne clients ka (aur apna bhi) self-confidence boost karne ke liye use karta hoon.

Is exercise ka purpose hai aapko empower karna aur aapko yeh ehsaas dilana ki aap apni life mein pehle hi kitna kuch achieve kar chuke ho!

Hum aksar un cheezon par itna focus karte rehte hain jo theek se kaam nahi kar rahi hoti ya jo hum achieve nahi kar paaye, ki hum yeh bhool jaate hain ki hum pehle se kitni achievements haasil kar chuke hain.

Mujhe poora yakeen hai ki aapki life mein bhi kuch fantastic achievements hain. Aur is chapter mein aap un past successes ko dobara yaad karoge aur unhe rocket fuel ki tarah use karoge taaki apne goals aur future successes achieve kar sako!

Toh sabse bada sawaal yeh hai:

Aaj tak aapne apni life mein kaun si great cheezein achieve ki hain?

Shayad aapne khud apni college education complete ki ho.

Shayad aapne duniya ghoomi ho.

Shayad aapke paas ek great career ho.

Ya phir bahut saare achhe friends hon.

Ho sakta hai aap kuch time ke liye kisi doosre country mein akele rahe ho.

Ya shayad aapne ek tough childhood aur life ke bade personal setbacks ko overcome kiya ho.

Ho sakta hai aapne fantastic bachchon ki parvarish ki ho.

Chahe aapne kaun si challenges ko overcome kiya ho ya kaun si successes achieve ki ho, ab waqt aa gaya hai peeche mudkar dekhne ka aur unhe celebrate karne ka.

Focus wale chapter ko yaad karo.

Is case mein iska matlab hai ki jitna zyada aap apni past successes ko yaad karoge aur acknowledge karoge, utna hi zyada confident bante jaoge.

Aur kyunki aapka focus successes par hoga, aapko success ke aur zyada opportunities nazar aane lagenge!

Apni list banao!

Khud ko apni past successes yaad dilao!

Khud ki peeth thapthapao aur khud se kaho:

“Bahut badhiya kiya!”

Sabse important cheez hai success ka experience dobara feel karna.

Khud ko usi state mein le jao jismein aap us waqt the.

Apne dimaag mein us success ko phir se dekho.

Dobara wahi feelings mehsoos karo jo us waqt ki thi!

Action Step:

1. Apni life ki sabse badi successes ki ek list likho!
2. Unhe zor se padhkar suno aur jo kuch aapne achieve kiya hai uske liye khud ko fantastic feel karne do!

19
Write down your goals and achieve them

Jin logon ke goals clear aur likhe hue hote hain, woh bahut kam time mein un logon se kahin zyada achieve kar lete hain jinke paas goals likhe hue nahi hote.

—BRIAN TRACY

Goal asal mein ek dream hai jiske saath deadline judi hui ho.

—NAPOLEON HILL

Hum mein se zyadaatar logon ko yeh tak nahi pata hota ki apne dreams ko reality banane ki shuruaat kahan se karein.

Zyadaatar log ek month mein jo kar sakte hain uska andaaza zyada laga lete hain, aur ek year mein jo kar sakte hain uska andaaza kam laga lete hain.

Agar aap ek-ek step lekar aage badho aur flexible bane raho, toh time ke saath aap aisi cheezein achieve kar sakte ho jinhe aaj aap imagine bhi nahi kar sakte.

Aur sabse interesting baat yeh hai ki yeh sirf end goals tak pahunchne ke baare mein nahi hai. Yeh us insaan ke baare mein hai jo aap is process mein bante ho.

Journey destination se zyada important hoti hai—aur goal setting mein bhi yahi sach hai.

Toh goals ko likhna kyon zaroori hai?

Kyuki wahi aapko action lene ke liye drive karte hain!

Apni life mein clearly defined goals hona success aur happiness ki taraf badhne ke liye bahut zaroori hai.

Goals ek GPS system ki tarah hote hain jo raasta dikhate hain.

Lekin raasta dikhane se pehle aapko yeh toh pata hona chahiye ki aap jaana kahan chahte ho!

Yeh topic itna important hai ki is par poori books likhi gayi hain.

Main ise jitna ho sake utna short rakhunga.

Apne dream goals ko achieve karne ka pehla step hai unhe likhna.

Main bhi pehle is baat ko lekar bahut skeptical tha. Lekin jab maine apne goals likhna shuru kiya, tab mujhe laga ki kaash maine yeh kaam 20 years pehle shuru kar diya hota.

Main itna zyada productive aur focused ho gaya tha ki mujhe khud yakeen nahi ho raha tha.

Jaise maine pehle kaha, kai saalon tak maine goal setting par dhyaan hi nahi diya.

Sach kahun toh mujhe lagta hai ki goals likhna mujhe uncomfortable feel karata tha, kyunki goals set karna aur unhe likhna matlab tha ki ab main clearly dekh sakta tha ki maine kya achieve kiya aur kya nahi kiya. Aur us waqt mere paas us sach ka saamna karne ki himmat nahi thi.

Goals ko likhna kai reasons ki wajah se important hai:

1. Jab aap apne goals likhte ho, toh aap apne mind ko yeh declare karte ho ki roz ke 50,000 se 60,000 thoughts mein se YEH likha hua thought sabse important hai.
2. Aap un activities par concentrate aur focus karna shuru kar dete ho jo aapko aapke goal ke kareeb le jaati hain. Aap behtar decisions lena bhi shuru kar dete ho, kyunki aapka focus us jagah par hota hai jahan aap pahunchna chahte ho. Aap lagataar yeh dekhte rehte ho ki jo aap is moment mein kar rahe ho, kya woh waqai aapke time ka best use hai.
3. Roz apne written goals ko dekhna aapko action lene ke liye majboor karta hai aur din bhar ke actions ko prioritize karne mein madad karta hai. Aap khud se poochte ho:

“Jo main is waqt kar raha hoon, kya woh mujhe mere goals ke kareeb le ja raha hai?”

Change process shuru karne se pehle aapko apne goals ke baare mein bilkul clear hona hoga.

Uske baad unhe chhote-chhote achievable action steps mein tod do aur un sabhi steps ki list banao jo aapko wahan tak pahunchane ke liye lene honge.

Calculate karo ki ismein kitna time lagega.

Har action step aur har goal ke liye deadline set karna mat bhoolo.

Agar aap exact date tak goal achieve na kar pao toh tension mat lo. Deadline ka purpose sirf goal par focus rakhna aur urgency create karna hai.

Meri coaching training ka ek favorite quote hai:

“Agar aap kisi dream ke saath ek date jod dete ho, toh woh goal ban jaata hai.”

Toh ab aapke liye GO time hai.

Neeche di gayi exercise mein main chahta hoon ki aap likho ki agle 10 years mein aap apni life ko kaisa dekhna chahte ho.

Jab aap likho, toh yeh mat likho ki aapko kya possible lagta hai.

Likho ki aap waqai kya chahte ho.

Toh GO BIG!

Aapki imagination ki koi limits nahi hain.

Jo answers aap yahan likhoge, wahi direction hai jismein aapki life aage badhegi.

Apne goals ka ek clear vision apne mind mein banao.

Khud ko aise dekho jaise aap goal already achieve kar chuke ho.

Kaisa feel ho raha hai?

Kaisa dikh raha hai?

Kaisi awaaz aa rahi hai?

Kaisi smell aa rahi hai?

Goals aapke apne hone chahiye, specific hone chahiye, positive tareeke se likhe hone chahiye aur aapko unke liye committed hona chahiye.

Ek aur important baat:

Jab aap apne goals ke peeche kaam kar rahe ho, toh sirf results ke liye nahi, balki jo effort aap laga rahe ho uske liye bhi khud ko reward do.

Self-punishment allowed nahi hai!

Yaad rakho ki aap ek week pehle ya ek month pehle ke muqable kaafi aage badh chuke ho.

Kuch aur useful tips jo aapki goal-setting journey ko aur strong bana sakte hain:

• Ek chhota card rakho jismein aapke goals likhe hon aur use apne wallet mein rakho. Din mein 4–5 baar use dekhkar apne goals se reconnect karo.

• Ek to-do list rakhna bahut beneficial hota hai. Usmein apne action steps likho, har task mein kitna time lagega woh likho aur har task ki deadline bhi likho.

• Apne goals ko balance rakho (physical, economic, social, professional, family aur spiritual).

Exercise:

1. Aap agle 10 years mein apni life ko kaisa dekhna chahte ho? Koi limits nahi hain! GO BIG!
2. 10-year goal ke kareeb pahunchne ke liye aapko agle 5 years mein kya achieve karna hoga?
3. 5-year goal ke kareeb pahunchne ke liye aapko agle 1 year mein kya achieve karna hoga?
4. 1-year goal ke kareeb pahunchne ke liye aapko agle 3 months mein kya achieve karna hoga?
5. Apne 3-month goal tak pahunchne ke liye aap ABHI kya kar sakte ho?

Action Step:

Kam se kam 3 cheezein likho aur ACTION lo!

20
Next!

Main rejection ko is tarah leta hoon jaise kisi ne mere kaan ke paas bugle bajakar mujhe jagaya ho aur aage badhne ke liye kaha ho, peeche hatne ke liye nahi.

—SYLVESTER STALLONE

Hamare sabse bade fears mein se ek hai rejection ka fear.

Hum kisi ladki ko dance ke liye nahi poochte kyunki hume rejection ka dar hota hai. Hum CV nahi bhejte kyunki hume rejection ka dar hota hai. Hum business class upgrade ya restaurant mein best table tak nahi maangte kyunki hume rejection ka dar hota hai.

Life mein apne goals tak pahunchne ke liye aapko rejection ko handle karna seekhna hoga.

Yeh life ka ek hissa hai. Aur ise overcome karne ke liye aapko yeh samajhna hoga ki failure ki tarah yeh bhi sirf aapke mind mein bana hua ek concept hai.

Sabse successful log aapse zyada alag nahi hote.

Woh bas rejection ko handle karne mein behtar hote hain.

Ab yeh sach mein sochne wali baat hai, hai na?

Apne goals ki taraf badhte hue aapko shayad kai baar rejection ka saamna karna pade.

Bas haar mat maano.

Aur sabse important baat, rejection ko personally mat lo.

Socho zara.

Agar aap kisi ko date par chalne ke liye poochte ho aur woh mana kar deta hai, toh asal mein badla kya?

Woh pehle bhi aapke saath bahar nahi ja raha tha aur ab bhi nahi ja raha.

Aapki situation wahi ki wahi hai.

Problem rejection nahi hai.

Problem woh inner dialogue hai jo rejection ke baad shuru ho jaata hai:

“Mujhe pata tha main nahi kar sakta.”

“Mujhe pata hai main enough achha nahi hoon.”

“Papa sahi kehte the.”

“Main life mein kabhi kuch achieve nahi kar paunga.”

Asli baat hai aage badhte rehna!

Sabse successful salesmen ka goal hota hai roz 100 “No” sunna, kyunki unhe pata hota hai ki agar 100 “No” milenge, toh kuch “Yes” bhi zaroor milenge.

Yeh numbers ka game hai!

Mere friends mein jo sabse successful “Don Juans” the, woh wahi log the jo “No” ko sabse achhe tareeke se handle karte the.

Unhe pata tha ki agar woh ek raat mein 25 ladkiyon se baat karenge, toh aakhir mein koi na koi unke saath drink ke liye zaroor chalegi.

Doosre log kuch “No” sunte hi haar maan lete the.

Isliye success ki taraf badhte hue kai baar reject hone ke liye tayyar raho.

Raaz sirf itna hai:

Haar mat maano!

Jab koi aapse kahe, “No, thanks,” toh aapke dimaag mein ek hi word aana chahiye:

“NEXT.”

Kya aap jaante ho ki Sylvester Stallone ki movie *Rocky* ki script ko 70 se zyada baar reject kiya gaya tha?

Jack Canfield aur Mark Victor Hansen ki *Chicken Soup for the Soul* ko 130 baar reject kiya gaya tha. Aur jab Canfield ne kaha tha ki woh 1 million books bechna chahte hain, toh log un par hanse the.

Unke editor ne unse kaha tha ki agar 20,000 copies bhi bik gayin toh khud ko lucky samajhna.

Lekin *Chicken Soup for the Soul* ki pehli book ne 8 million copies bechi aur poori series ne lagbhag 500 million copies bechi!

Yahan tak ki J.K. Rowling ki *Harry Potter* bhi 12 baar reject hui thi!

Neeche diye gaye questions ka jawab do:

Is chapter se aapne kya seekha?

Ab se aap rejection ko kaise handle karoge?

21
Avoid energy robbers

Energy aur persistence har cheez par jeet haasil kar sakte hain.

—BENJAMIN FRANKLIN

Mind ki energy hi life ka asli saar hai.

—ARISTOTLE

Aapki energy aapko aapke goals aur happiness ki taraf le jaane mein bahut important role nibhati hai.

Aapki life mein kuch aisi cheezein hoti hain jo aapki energy ko drain karti hain, aur kuch aisi jo aapki energy ko badhati hain.

Energy ki importance ko kabhi underestimate mat karo aur use hamesha high rakho!

Mere coaching processes mein hum un activities par bahut focus karte hain jo energy deti hain aur un cheezon ko hata dete hain jo mere clients ki life se energy chheen leti hain.

Jab aap low energy par operate karte ho, toh aap achha feel nahi karte, aap happy nahi hote, aap low vibes bhejte ho, aur bahut mumkin hai ki aap wahi attract karo jo aap bhej rahe ho!

Un cheezon ko karna ya unke contact mein aana band karo jo aapki energy drain karti hain. Jaise unhealthy eating habits, alcohol, drugs, caffeine, sugar, tobacco, exercise ki kami, negativity, sarcasm, unfocused goals, news aur tabloid newspapers, aur bhi bahut kuch.

Yeh sab cheezein aapki energy ko kam karti hain.

Aur apne colleagues, friends aur hatta ki family mein maujood “energy vampires” se bhi saavdhan raho.

Aap aise logon ke saath time kyon spend karoge jo sirf aapki energy chheen lete hain?

Apni energy ko manage karne ke maamle mein bahut selfish bano:

• Saare distractions ko eliminate karo.

• Apne unfinished kaam poore karo.

• Apni tolerations par kaam karo. (Chapter 29 dekho)

• Un sabhi logon aur relationships ko alvida keh do jo aapki energy chura lete hain.

Questions:

Aapki life mein energy robbers kaun si cheezein hain?

Aap iske baare mein kya karoge?

22
Manage your time

Kisi aisi cheez ko efficiently karna jise karna hi nahi chahiye, usse zyada bekaar kuch nahi hota.

—PETER F. DRUCKER

Kya aap bahut overtime kaam karte ho aur phir bhi un sab cheezon ke liye time nahi nikal paate jo aapko karni chahiye? Kya aap un logon mein se ho jo chahte hain ki ek din mein 28 hours hote?

Khair, afsos ki baat hai ki is planet par baaki sab logon ki tarah aapke paas bhi sirf 24 hours hi hain.

Aur haan, ek aur baat. Time management jaisi koi cheez hoti hi nahi!

Aap time ko manage nahi kar sakte. Jo aap kar sakte ho woh hai apne time ka samajhdari se use karna aur apni priorities ko manage karna.

Jo bhi log mere paas aate hain, aur mere zyadaatar friends bhi, ek hi baat kehte hain:

“Mere paas _____ ke liye time nahi hai.”

(Khaali jagah mein jo chahe bhar lo.)

Time paane ka sabse aasaan tareeka hai roz ek hour kam TV dekhna.

Yeh saal bhar mein 365 hours banta hai, jo lagbhag 28 hours per month ke barabar hai!

Aap week mein extra 7 hours mil jaayein toh kya karoge?

Zyada time paane ka ek aur tareeka hai jaldi uthna. (Chapter 25 dekho.)

Apni priorities set karo aur decide karo ki aap apna time kin activities mein invest karna chahte ho.

Yeh clear rules banao ki aap kab available ho aur kab nahi ho. Aur doosron ko apna time churaane mat do.

Interesting baat yeh hai ki jitni zyada value aap apne time ko doge, utna hi zyada time aapke paas hoga. Kyunki log bhi aapke time ki value karna shuru kar denge.

Agar aap logon ko har waqt aapko interrupt karne dete ho, toh asal mein aap unhe yeh dikha rahe ho ki aapka time itna valuable nahi hai.

Aur phir chahe aap kitne bhi hours kaam kar lo, aap effectively kaam nahi kar paoge.

Recent studies ne yeh dikhaya hai ki work ke dauran har 5-minute interruption aapko 12 minutes ka nuksan pahunchati hai, kyunki aapke brain ko dobara focus karne mein 7 minutes lagte hain!

Aapko roz kitni interruptions milti hain?

10?

12?

Socho, agar aap interruptions kam kar do toh kitna time wapas paa sakte ho.

Har 3-minute interruption lagbhag 10 minutes ka nuksan karti hai.

Maan lo ek working day mein aapko 12 baar interrupt kiya jaata hai. Toh lagbhag 2 hours waste ho gaye!

Ek month mein yeh lagbhag ek extra week ke barabar ho jaata hai!

Employees, friends ya clients ko har waqt aapko interrupt karne mat do.

Abhi clear rules set karo.

Ek aur bada time robber hai social media aur email.

Social media use karne aur emails check karne ke fixed hours set karna bhi aapko bahut saara extra time de sakta hai.

Maine apne work mein bahut saara time tab bachana shuru kiya jab maine “NO” kehna seekha.

(Chapter 24 dekho.)

Meri personal number one time-saving technique hai Sunday ko 30 se 60 minutes nikaal kar poore week ki planning karna.

Main har week ke personal aur professional goals apni excel sheet mein likhta hoon.

Aur free time, relaxation time, power naps, reading, meditation aur emergencies ke liye buffer time schedule karna mat bhoolo.

Main har din 15 minutes nikaal kar agle din ki planning bhi karta hoon.

Is tarah mera subconscious mind sote waqt hi us par kaam karna shuru kar deta hai.

Yeh waqai kaam karta hai!

Jab main agle din shuru karta hoon, toh mujhe zyada sochna nahi padta. Main seedha kaam par lag jaata hoon.

Kuch aur time-saving tips:

• Ek to-do list banao jismein date aur task complete karne mein lagne wala time likha ho.

• Har phone call ko 5 minutes tak limit karo.

• Har call se pehle yeh clear rakho ki aap us call ka kya result chahte ho.

• Time ke against kaam karo aur aap apna kaam jaldi complete kar loge. (Alarm clock lagao aur uske against kaam karo.)

• Har shaam agle din ki 3 important cheezein likho aur unhe priority ke order mein rakho.

• Time blocks banao (90-minute blocks).

• Apna time track karo. Dekho ki aap abhi apna time kis tarah use kar rahe ho.

• Sabse unpleasant kaam sabse pehle karo.

• Sirf busy rehna chhodo aur results par focus karo.

Neeche diye gaye time robbers se saavdhan raho:

• Kisi task ko complete karne ke liye information ki kami.

• Har kaam khud karna. (Kya delegation possible hai?)

• Aasani se distract ho jaana. (Focus karo aur boundaries set karo!)

• Phone calls ka bahut lamba hona. (5-minute limit rakho.)

• Files dhoondhne mein bahut time waste karna. (Organized bano!)

• Hamesha cheezon ko ek hi tareeke se karna aur yeh na samajhna ki koi zyada efficient tareeka bhi ho sakta hai.

• Yeh sochna ki aapko har waqt aur har jagah reachable rehna chahiye. (Sach mein?)

Toh ab aap kya karoge?

Kya aap yeh excuse dete rahoge ki aapke paas time nahi hai?

Ya phir ek-ek chhoti cheez se shuruaat karke apne liye time banana shuru karoge aur khud change experience karoge?

Aap kya karne wale ho?

Yaad rakho, sab kuch decisions aur habits par depend karta hai!

Action Step:

Aisi 5 cheezein likho jo aap ABHI se karna shuru karoge!

23
Start to get organized

Organizing woh cheez hai jo aap kisi kaam ko karne se pehle karte ho, taaki jab aap use karo, toh sab kuch uljha hua na ho.

—A.A. MILNE

Organizing mein lagaya gaya har ek minute, ek hour kama kar deta hai.

—ANONYMOUS

Kya aap itne busy ho ki organized hone ka time hi nahi milta?

Aapke aas-paas papers ke dher lage hue hain, table par har jagah post-it notes chipke hue hain. Aapko lagta hai ki aap bahut busy ho, lekin phir bhi saans lene ki fursat nahi milti aur extra time dene ke baad bhi aap apna kaam handle nahi kar paate?

TOH AB DHYAAN SE PADHO, kyunki main khaas taur par AAPSE baat kar raha hoon!

Baat yeh nahi hai ki aap organized hone ke liye bahut busy ho.

Asal baat yeh hai ki aap organized nahi ho, isi liye itne busy ho!

Aur isse bhi buri baat yeh hai ki busy hona, effective hone ka proof nahi hota.

Sirf isliye ki aapka table office mein sabse zyada messy hai, iska matlab yeh nahi ki aap sabse zyada mehnat karte ho.

Kuch studies ke mutabik aaj ke executives apna 30% se 50% time sirf paperwork dhoondhne mein bita dete hain!

Kya aap yakeen kar sakte ho?

Toh mere overwhelmed worker dost, padhte raho aur in chhoti tips ko TRY karo, kyunki yeh aapki life badal sakti hain!

Main khud is situation mein reh chuka hoon aur maine neeche di gayi chhoti tips ki madad se sab kuch badal diya tha:

• Apne working day ke pehle 15 minutes yeh decide karne mein lagao ki kaun se kaam pehle karne hain.

• Har week 1 hour papers organize karne aur file karne mein lagao.

• Roz 15 minutes papers phekne aur apna desk saaf karne mein lagao.

• Apne working day ke aakhri 15 minutes kal ke tasks review karne mein lagao. Kya important hai? Kya urgent hai?

• Apne email inbox ko to-do list ki tarah use karo. Jo tasks complete ho jaayein unhe archive kar do aur jo baaki hain unhe inbox mein rehne do.

• Agar koi email ya task 5 minutes se kam mein complete ho sakta hai, toh use turant kar do! HAMESHA!

• Jab tak aap control mein na aa jao, tab tak naye tasks accept mat karo.

• Kaam pehli baar mein hi sahi tareeke se karo, taaki baad mein woh dobara aapke paas na aaye aur aapka aur time waste na kare.

Kya aapko woh typical colleague yaad hai jo apna kaam bahut jaldi complete kar leta tha, lekin theek se nahi karta tha? Phir process ke har step par aapko uske paas dobara information lene jaana padta tha.

Ek kaam ko saari sahi documentation ke saath ek baar mein achhe se karne mein 15 minutes lagte. Lekin usne jaldi mein use 5 minutes mein nipta diya. Baad mein aapko 3 baar uske paas wapas jaana pada aur usmein 30 minutes aur waste ho gaye.

Toh 15 minutes ke bajay usne asal mein us task ko complete karne mein 35 minutes laga diye.

Isliye pehli baar mein hi kaam sahi karo!

Is book ki baaki cheezon ki tarah, “Yeh mere liye kaam nahi karega” koi valid excuse nahi hai.

Kam se kam 2 weeks tak ise try karo. Aur agar phir bhi aapke liye kaam na kare, toh mujhe email likho aur meri complaint karo!

Action Step:

In tips mein se sabse pehle aap kaunsi tip try karoge?

24
Say “NO” to them and “YES” to yourself

Mujhe success ki key nahi pata, lekin failure ki key zaroor pata hai: sabko khush karne ki koshish karna.

—BILL COSBY

Yeh un chhoti exercises mein se ek aur hai jisne meri life ko kaafi improve kiya. Jab maine doosron ko khush karne ki koshish chhod di aur khud jaisa hoon waisa rehna shuru kiya, toh uska bahut bada hissa ek simple word tha: “No”.

Har baar jab aap “No” kehte ho jab aapka matlab waqai “No” hota hai, toh asal mein aap khud ko “Yes” keh rahe hote ho!

“NO” kehna seekhne se pehle main aksar apne friends ke saath bahar chala jaata tha, jabki mera mann nahi hota tha. Main un events mein bhi chala jaata tha jo mujhe pasand nahi the.

Result yeh hota tha ki main physically toh wahan hota tha, lekin mentally kahin aur hota tha. Aur sach kahun toh main bahut achhi company bhi nahi hota tha.

Jab maine decide kiya ki “Yes” ka matlab “Yes” hoga aur “No” ka matlab “No”, tab mujhe kaafi behtar feel hone laga.

Main apne friends ke saath kam bahar jaane laga aur shuru mein unhe “NO” kehna mushkil tha. Lekin result yeh hua ki jab bhi main unke saath hota tha, main poori tarah wahan maujood hota tha.

Meri work life mein iska impact aur bhi bada tha.

Jab maine Spain mein kaam karna shuru kiya, toh main ek achha colleague banna chahta tha. Isliye har favor ke liye “Yes” keh deta tha.

Andaza lagao kya hua?

Main kaam ke pressure se poori tarah overwhelm ho gaya, kyunki log mujhse bahut favors maangne lage—aksar woh kaam jo koi aur karna nahi chahta tha.

Mujhe apni baat par khade hone mein thoda time laga, lekin aakhirkaar maine kaha:

“Bas! Ab bahut ho gaya!”

Uske baad favors ke liye pooche gaye lagbhag har sawaal ka mera pehla jawab tha:

“NO! Sorry. Nahi kar sakta. Is waqt bahut busy hoon!”

Jab maine zyada baar “No” kehna shuru kiya, toh meri work life bahut improve ho gayi aur maine kaafi time bhi free kar liya.

Lekin ek baat ka dhyaan rakho—“NO” kehte waqt guilty feel mat karo!

Aap saamne wale ko samjha sakte ho ki yeh uske khilaaf personal nahi hai. Yeh aapki apni well-being ke liye hai.

Main ab bhi apne colleagues ki madad kar sakta tha, lekin sirf tab jab mere paas enough time hota aur main khud decide karta.

Achanak se control mere haath mein aa gaya.

Agar mera mann hota, toh main saamne wale colleague ko saaf keh deta ki main sirf ek favor kar raha hoon aur kisi bhi situation mein main uska poora kaam apne upar nahi lena chahta.

Selfish?

Haan!

Lekin yaad rakho ki aapki life ka sabse important insaan kaun hai.

Bilkul sahi!

Aap khud apni life ke sabse important insaan ho.

Aapka theek rehna sabse zaroori hai.

Jab aap khud theek honge, tabhi aap doosron ke liye bhi achhe ho paoge.

Aur isi level se aap doosron ki help aur contribution kar sakte ho.

Lekin sabse pehle khud ka khayal rakho.

Aap hamesha thoda time khareed sakte ho aur pehle “maybe” keh sakte ho, jab tak aap final decision par na pahunch jao.

Jab aap “No” kehna shuru kar dete ho, toh life kaafi aasaan ho jaati hai!

Neeche diye gaye questions khud se poochho:

Aap kiski life jee rahe ho?

Kya aap apni life jee rahe ho ya doosron ko khush karne aur unki expectations poori karne ki koshish kar rahe ho?

Abhi isi waqt se aap kin logon aur kin cheezon ko “NO” kehne wale ho?

Action Step:

Un cheezon ki ek list banao jo aap aaj se karna band kar doge!

25
Get up early! Sleep less!

Subah suraj ugne se pehle uthna achha hota hai, kyunki aisi habits health, wealth aur wisdom mein yogdaan deti hain.

—ARISTOTLE

Ek hour jaldi uthne ka sabse pehla benefit yeh hai ki aap saal bhar mein lagbhag 365 extra hours paa lete ho.

365 hours!

Kisne kaha tha, “Mere paas time nahi hai?”

Jab clients mere paas aakar kehte hain ki unke paas time nahi hai, toh sabse pehle main unse poochta hoon ki woh roz kitne hours TV dekhte hain.

Aksar unhe wahi se zaroori time mil jaata hai.

Jo log TV dekhna chhod chuke hote hain aur phir bhi unke paas enough time nahi hota, unse main kehta hoon ki woh ek hour jaldi uthna shuru karein.

Sunrise se pehle wali subah ki hours mein ek bahut hi khaas energy hoti hai.

Jab se maine lagbhag 5:30 ya 6 baje uthna shuru kiya hai, meri life poori tarah badal gayi hai.

Main pehle se zyada calm aur relaxed rehta hoon aur mera din stress mein bhaagte-daudte hue shuru nahi hota.

Main aam taur par sunrise se lagbhag aadha hour pehle running ke liye jaata hoon, taaki wapas aate waqt Mediterranean Sea se suraj ko ugte hue dekh sakoon.

Yeh experience bilkul mind-blowing hota hai aur mujhe pehle hi absolute happiness ki state mein le jaata hai.

Aur jo log samundar ke paas nahi rehte, unke liye fields, forests ya kisi bade city ke upar se sunrise dekhna bhi utna hi exciting hota hai.

Bas ek baar jaakar dekho aur mujhe batao!

Apne din ki shuruaat is tarah karna aapki happiness aur peace of mind ke liye bahut zaroori hai.

Jaldi uthne ka ek aur bada benefit yeh hai ki yeh self-discipline ko strong karta hai aur aapka self-respect badhata hai.

Bahut se successful leaders pehle bhi aur aaj bhi early birds club ka hissa rahe hain. Jaise Nelson Mandela, Mahatma Gandhi, Barack Obama aur kai aur log.

Scientific research ke mutabik, raat mein 6 hours ki sleep aur afternoon mein 30 se 60 minutes ka power nap kaafi hona chahiye.

Aap kitna fresh feel karte ho, yeh sleep ki quantity par nahi balki quality par depend karta hai.

Aapko khud try karke yeh samajhna hoga ki aapko refreshed feel karne ke liye kitni sleep ki zaroorat hai.

Lekin aapko is habit ko zaroor try karna chahiye.

Yeh aapki quality of life ko kaafi improve kar sakti hai.

Yeh mat bhoolo ki jaldi uthna ek nayi habit hai. Isliye ise time do aur agar pehle week ke baad bhi aap tired feel karo toh haar mat maano.

Is habit ko set hone mein kam se kam 3 se 4 weeks lagte hain.

Agar aapke liye ek hour jaldi uthna bilkul possible nahi lagta, toh aadha hour jaldi uthne se shuruaat karo.

Aur yeh bhi yaad rakho ki jaldi uthne ke baare mein aapki attitude, thoughts aur beliefs bhi bahut bada role play karte hain.

Mujhe hamesha yeh baat interesting lagti thi ki 7 ya 8 hours ki sleep ke baad bhi work par jaane ke liye 6:45 ke aas-paas uthna mere liye kitna mushkil hota tha.

Lekin har vacation se pehle main aksar sirf 4 hours sota tha, alarm bajne se pehle hi uth jaata tha aur poori tarah refreshed aur energized feel karta tha.

Aakhir mein, uthna ya snooze button dabana ek decision hai jo aap khud lete ho.

Choice aapki hai.

Aapke liye better lifestyle aur zyada time kitna important hai?

26
Avoid the mass media

Ek democratic civilization tabhi khud ko bacha sakti hai jab woh image ki language ko critical reflection ke liye stimulus banaye—hypnosis ka invitation nahi.

—UMBERTO ECO

News asal mein glorified gossip hai.

—MOKOKOMA MOKHONOANA

Aap jaldi progress karna chahte ho, hai na?

Toh yeh ek aisi tip hai jo aapke liye bahut saari energy aur time free kar degi!

Aap roz kitne hours TV ke saamne bitaate ho?

Average American roz 4 se 5 hours TV dekhta hai, aur Europeans ka bhi lagbhag yahi haal hai.

Yaani week mein 28 se 35 hours!

Boom!

Yahin par aap bahut saara extra time wapas paa sakte ho.

Aur sirf time hi nahi, iska ek aur bhi bada benefit hai.

TV sabse bade energy drainers mein se ek hai—shayad number one!

Kya TV dekhne ke baad aap kabhi refreshed ya re-energized feel karte ho?

News dekhna band kar do.

Ya usse bhi achha, apna television hi band kar do!

Aap khud ko itni negativity ke saamne kyon expose karna chahte ho?

TV par jo itna saara garbage content hai, uske saamne apne aap ko zyada expose mat karo.

TV dekhne ki habit ko kisi healthy habit se replace karo. Jaise walk par jaana, family ke saath zyada time spend karna ya koi achhi book padhna.

Maine kai years pehle news dekhna chhod diya tha jab mujhe ehsaas hua ki office jaate waqt train mein subah ki news dekh aur sun kar main pehle hi upset ho jaata tha.

Maine khud se kaha:

“Main apne already stressful workplace par aur zyada stressed hokar nahi ja sakta, sirf isliye ki politician A ne kya kaha, banker B ne kya kiya ya country C mein war chal rahi hai.”

News dekhna band karne ke sirf ek week baad hi main kaafi better feel karne laga!

Meri baat par yakeen nahi hai?

Khud try karke dekh lo!

Ek week tak news mat dekho aur dekho aap kaisa feel karte ho.

Main yeh nahi keh raha ki aap ignorant ban jao—halaanki Spain mein log kehte hain:

“Gaon ka sabse khush insaan woh hota hai jo sabse zyada ignorant hota hai.”

Aap newspapers phir bhi padh sakte ho.

Main toh recommend karunga ki sirf headlines padho.

Is tarah aap important cheezon se updated bhi rahoge, kyunki family, friends aur colleagues waise bhi aapko zaroori updates dete rahenge.

Bas yeh choose karo aur selective bano ki aap apne mind ko kitna garbage consume karne dete ho.

Agar aapko television dekhna chhodne ke aur reasons chahiye, toh un behtareen books mein se koi ek padho jo media manipulation aur is baat par likhi gayi hain ki kaise lagbhag sab kuch fake hota hai.

Jo information aap consume karte ho, us par control rakho.

Yeh ensure karo ki woh aapki life mein value add kare.

Trash TV dekhne ke bajay koi documentary ya comedy dekho.

Car mein news sunne ke bajay koi audio-book ya motivational CDs suno.

27
Do you “have to” or do you “choose to”?

Aapki destiny ko chance nahi, choice decide karti hai.

—JEAN NIDETCH

Kya aapki life mein bahut si aisi cheezein hain jo aapko lagta hai ki aapko “karni chahiye” ya “karni hi padegi”, lekin aap kabhi karte nahi?

Aapki life mein kitne “shoulds” hain?

Kya aapko zyada exercise karni chahiye, zyada gym jaana chahiye, smoking chhodni chahiye, healthier khana chahiye aur family ke saath zyada time spend karna chahiye?

Yeh saare “shoulds” aapko kahin nahi le jaate.

Yeh sirf yeh imply karte hain ki aap enough achhe nahi ho aur yeh aapki energy drain karte hain, kyunki inke saath guilt aur self-torture juda hota hai.

“Main gym kyon nahi ja raha?”

“Main kitna bura hoon!”

“Main kabhi weight lose nahi kar paunga!”

Aur isi tarah ki aur bhi baatein.

Apne saare “shoulds” ki ek list banao aur phir use bhool jao!

Kya?

Bhool jao?

Haan!

Main mazaak nahi kar raha.

Use bhool jao!

Agar aapka koi goal pichhle saal se hai aur aapne uske liye kuch bhi nahi kiya, toh use chhod dena hi behtar hai.

Agar aapka goal gym jaana tha aur aap poore saal nahi gaye, toh use jaane do.

Jab aap goal ko chhodte ho, toh uske saath woh guilt aur self-punishment bhi chali jaati hai jo use achieve na karne ki wajah se aap mehsoos karte ho.

Apne saare “shoulds” ko hata do aur naye goals set karo!

Un cheezon ko karna band karo jo aapko lagta hai ki aapko “karni hi padegi”.

Iske bajay apne goals khud choose karo.

Aur sabse important baat:

“I should” aur “I have to” ko replace karo:

“I choose to”

“I decide to”

“I will”

Aur

“I prefer to”

Jaise:

Main zyada exercise karna choose karta hoon.

Main healthier khana khaunga.

Main zyada padhna choose karta hoon.

Yeh kehkar kaisa feel hota hai?

Yeh bahut important hai ki aap apni activities ko enjoy karo.

Agar enjoy nahi karte, toh unhe mat karo.

Yeh chhoti si exercise try karo:

Mujhe _____ A _____ karna padta hai.

Agar main _____ A _____ nahi karunga, toh _____ B _____ hoga.

Aur agar _____ B _____ hua, toh _____ C _____ hoga, phir _____ D _____ aur _____ E _____ hoga, aur aakhir mein _____ Z _____ hoga.

Main _____ Z _____ ke bajay _____ A _____ ko prefer karta hoon.

Isi liye main _____ A _____ choose karta hoon.

Action Step:

Apne saare “shoulds” ki list banao aur unhe chhod do, ya phir unhe dobara likho:

“I choose to”

ya

“I decide to”

28
Face your fears

Dard ka dar, asal dard se bhi zyada bura hota hai.

—PAULO COELHO

Har us experience ke saath jahan aap sach mein apne fear ka saamna karte ho, aap strength, courage aur confidence gain karte ho. Aapko wahi kaam karna chahiye jo aapko lagta hai ki aap nahi kar sakte.

—ELEANOR ROOSEVELT

Apne fears ko apni frustration, limits ya paralysis ka kaaran mat banne do!

David Joseph Schwartz ne ise is tarah kaha hai: “Jo cheez aapko darati hai, woh karo aur aapka dar khatam ho jayega.” Aur Mark Twain ko 100 years pehle hi pata tha ki, “Aaj se 20 years baad aap un cheezon par zyada disappointed hoge jo aapne nahi ki, un cheezon se nahi jo aapne ki thi.”

Ya phir meri favorite sayings mein se ek:

“Jo kaam aapne kiye unka kabhi regret mat karo; sirf un cheezon ka regret karo jo aapne kabhi try hi nahi ki.”

Toh apne fears ka saamna karo!

Waise bhi unmein se 90% sirf imagination hote hain.

Illusions!

Drama aur disaster ki aisi kahaniyan jo shayad kabhi sach hongi hi nahi aur jinhe aapka mind banata hai.

Jaise T. Harv Eker kehte hain, aapka mind “duniya ka sabse bada soap opera director” hai.

Yeh sab isliye hota hai taaki aap apni comfort zone mein bane raho.

Lekin problem yeh hai ki development, growth aur success jaisi great cheezein comfort zone ke bahar hoti hain.

Fear aapke mind ka ek survival mechanism hai.

Aapka mind aapko safe rakhna chahta hai aur jo bhi cheez uske liye unknown hoti hai, usse woh darne lagta hai.

Meri life mein bhi bahut fears the aur aaj bhi kuch hain.

Lekin maine unhe overcome karna seekh liya hai.

Aur mere fears ke peeche mere liye great opportunities mera intezaar kar rahi thi.

Isliye maine fear ko apna springboard bana liya.

Bas khud se poochho:

“Agar main yeh karun toh mere saath sabse bura kya ho sakta hai?”

Phir evaluate karo ki risk lena worth it hai ya nahi.

Lekin dhyaan rakho!

Risk na lene ya comfort zone se bahar na nikalne ki bhi ek keemat hoti hai.

Khud se poochho:

“Wahi ka wahi bane rehne ya yeh kaam na karne ki mujhe kya keemat chukani pad rahi hai?”

Kya yeh keemat risk lene ki keemat se bhi zyada badi hai?

Aur ismein sirf paise wali cheezein hi nahi aati.

Inner peace, happiness, health aur aisi kai intangible cheezein bhi ismein shaamil hain.

Fear ke saath apna relationship badlo.

Use aapko warn karne aur advice dene do, lekin use aapko paralyze mat karne do!

Misaal ke taur par, main pehle fear ki wajah se poori tarah paralyzed ho jaata tha aur change ya unknown ke dar ki wajah se 5 years tak ek hi job mein atka raha.

Aajkal jab fears aur doubts mujhe gher lete hain, toh main khud se kehta hoon:

“Hmmm... agar itne saare fears aur doubts aa rahe hain, toh shayad main sahi direction mein hoon. Mujhe action lena chahiye.”

Nayi cheezein try karo aur un cheezon ki bhi koshish karo jo impossible lagti hain.

Ironically, jin cheezon se aap sabse zyada darte ho, unhe overcome karne ke baad wahi cheezein aapki development aur growth ke liye sabse zyada positive saabit hoti hain.

Jo cheezein aapko darati hain, unhe karo.

Woh call karo jo aap nahi karna chahte.

Woh email bhejo jo aap bhejne se bach rahe ho.

Us insaan se woh sawaal poochho jisse poochhne se aap darte ho.

Aur phir dekho kya hota hai.

Jab bhi fear mehsoos ho, use dekho, observe karo aur analyze karo.

Lekin us par yakeen mat karo.

Uske bajay poochho:

“Fear, mere purane dost! Tum phir aa gaye? Kya tum mujhe warn karna chahte ho ya mujhe paralyze karna chahte ho? Tumhara game kya hai?”

Aap kis baat se darte ho?

Failure se?

Success se?

Mistakes karne se?

Galat decisions lene se?

Susan Jeffers ki baat maano:

“Fear feel karo aur phir bhi woh kaam karo.”

Agar aap nayi heights tak pahunchna chahte ho, toh aapko kuch risks lene honge aur lagataar un cheezon ko karna hoga jinse aap darte ho.

Mistakes koi problem nahi hain, jab tak aap unse seekhte ho aur wahi mistakes baar-baar repeat nahi karte.

Yahi baat decisions par bhi lagu hoti hai.

Waise, decision na lena ya procrastinate karna bhi ek decision hi hota hai.

Neeche diye gaye questions ka jawab apni workbook ya journal mein likho:

1. Kaunsi cheez aapko woh life jeene se rok rahi hai jo aap jeena chahte ho?
2. Aap kaun se excuses bana rahe ho taaki jahan ho wahin bane rehne ko justify kar sako?
3. Agar aap woh kaam karo jise karne se aap darte ho, toh sabse bura kya ho sakta hai?

29
Eliminate everything that annoys you

Great cheezein kai chhoti-chhoti cheezon ko saath laakar banayi jaati hain.

—VINCENT VAN GOGH

Aapko aage wale pahaad thakate nahi hain.

Aapke jootey mein phansa hua ret ka ek chhota sa daana thakata hai.

—ROBERT W. SERVICE

Yeh aam taur par un pehli exercises mein se ek hai jo main apne coaching clients ke saath karta hoon.

Jo bhi cheez aapko annoy karti hai, woh aapki energy drain karti hai.

Coaching mein hum ise *tolerations* kehte hain.

Jaise aapki favorite shirt ka missing button, ganda shower curtain, kitchen ka aisa cupboard jo properly band nahi hota, aapka boss jo har chhoti baat mein micromanage karta hai, kisi ka aapko paise dena baaki hona, ek disorganized guest room, toote hue tools, messy aur disorganized desk, aise kapde jo ab fit nahi aate, etc.

Yeh sab tolerations hain.

Jab tak aap inhe theek nahi karte, yeh lagataar aapki energy drain karte rehte hain.

Jaise hi aap inhe eliminate kar dete ho, aapke paas un cheezon par focus karne ke liye zyada energy hoti hai jo aapko aage badhati hain.

Toh aapki exercise yeh hai ki un sab cheezon ki list banao jo aapko annoy karti hain:

Aapki private life mein, job mein, ghar mein, friends ke saath, khud ke baare mein, etc.

Agar list mein 50 se 100 cheezein aa jaayein toh ghabrana mat.

Yeh bilkul normal hai.

Jab sab kuch likh lo, toh unhe groups mein divide karo.

Kaun si cheezein aasani se handle ho sakti hain?

Kaun si cheezein aap khud handle kar sakte ho?

Filhaal un cheezon ko side mein rakho jo aapke control mein nahi hain.

Kuch weeks baad unhe dobara dekho.

Maine apne clients ke saath ek interesting cheez notice ki hai.

Jo tolerations unke control mein nahi hote, unmein se kai apne aap khatam ho jaate hain jab woh pehle un cheezon ko solve kar lete hain jo unke control mein hoti hain.

Misaal ke taur par, meri client Martina ko office mein ek colleague ke saath bahut badi problem thi.

Woh colleague uski bahut energy drain karta tha.

Usne un tolerations par kaam karna shuru kiya jo woh khud handle kar sakti thi aur dheere-dheere uski list chhoti hone lagi.

3 months baad us colleague ne achanak job change kar li aur company chhod di!

Ab yeh sirf coincidence tha ya uske tolerations par kaam karne ka result?

Yeh decision main aap par chhodta hoon.

Sach yeh hai ki aaj woh apne kaam mein bahut zyada khush hai!

Khud try karke dekho aur mujhe batana ki kaisa raha.

Action Step:

Un sab cheezon ki list banao jo aapko annoy karti hain—apni private life, job, ghar, friends, khud ke baare mein, etc.

Phir upar bataye gaye tareeke ke mutabik unpar kaam karna shuru karo!

30
Clean out your cupboard

Bottom line yeh hai ki agar aap kisi cheez ko use nahi karte ya uski zaroorat nahi hai, toh woh clutter hai aur use jaana chahiye.

—CHARISSE WARD

Kya aap chahte ho ki aapki life mein kuch naya aaye?

Kya aapne kabhi notice kiya hai ki jaise hi aap kuch purani cheezon ko hata kar jagah banaate ho, zyada der nahi lagti aur universe us jagah ko kisi nayi cheez se bhar deta hai?

Yeh sab energy ka khel hai.

Agar aapke ghar mein bahut saari aisi cheezein padi hain jo aap use nahi karte, toh woh aapki energy drain karti hain.

Coaching ka maksad aapke poore environment ko improve karna hota hai, aur ismein uncluttering bhi shaamil hai.

Shuruaat apne cupboard se karo.

Yeh kuch tips hain:

• Agar aapne kisi cheez ko 1 year se nahi pehna hai, toh shayad aap use dobara bhi nahi pehnoge.

• Jab aap socho, “Yeh kisi din kaam aa sakti hai” ya “Yeh mujhe purane achhe din yaad dilati hai”, toh samajh lo ki use bahar nikalne ka time aa gaya hai.

Jab main unclutter karta hoon, toh main aksar apni cheezein free mein de deta hoon.

Isse mujhe achha feel hota hai aur kisi na kisi tarah mujhe lagta hai ki life, God ya universe mujhe iska reward zaroor dega.

Jab aap cupboard complete kar lo, toh poore bedroom ko organize karo.

Uske baad living room par kaam karo, garage saaf karo aur aakhir mein poore ghar aur office ko bhi clean aur organize kar do.

Un sab cheezon se chutkaara pao jo aap ab use nahi karte:

Kapde, journals, books, CDs, furniture aur aisi bahut si cheezein.

Mere ek client ne sirf ek weekend mein apna poora apartment unclutter kar diya tha.

Usne khud ko bahut halka aur behtar mehsoos kiya.

Use itni energy mili ki usne apne kai short-term goals bhi complete kar liye.

Aur phir usne kabhi peeche mudkar nahi dekha.

Toh aap uncluttering kab shuru karoge?

Action Step:

Ek weekend schedule karo aur un sab cheezon se chutkaara pao jinki aapko ab zaroorat nahi hai!

ABHI APNA WEEKEND SCHEDULE KARO!